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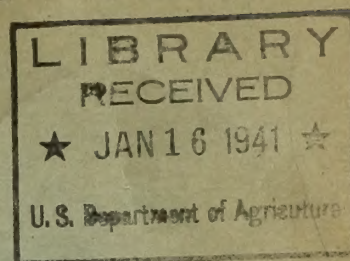
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UNITED STATES DEPARTMENT OF AGRICULTURE
AGRICULTURAL MARKETING SERVICE

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MEAT CUTTING AND PRICING METHODS

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THE PROBLEM OF MEAT CUTTING AND PRICING

The retail meat business differs from other lines of retailing in that much of the goods handled must be divided by the retailer into smaller units before being sold to consumers, and the different units thus obtained are sold at widely different prices because of differences in the demand for them. In other words, the various retail cuts obtained from the side of a beef carcass do not sell at the same price per pound because of differences in the relative demand for various cuts, due to differences in quality or suitability for consumers' use. Porterhouse steak, for instance, usually sells for a higher price per pound than round steak or chuck roast. Not only does the demand of consumers for the various cuts differ as between cuts but the relationship of the demand for some cuts to that for other cuts usually changes seasonally. The demand for meats suitable for broiling, for instance, is usually greater in relation to that for roasts during hot weather than it is during cold weather.

The nature of the commodities handled, therefore, together with the variations in the demand for them makes the retail meat dealer's problem of pricing his products more difficult than that of dealers in other commodities. His prices necessarily cannot be maintained far out of line with those of his competitors for products of similar grade and they must be high enough to return a gross margin sufficient to cover all costs, including overhead and operating expenses. To obtain a given gross margin, he must know how to price the individual cuts so as to insure the proper relationship between all prices and yet maintain his competitive position.

A number of cutting tests have been conducted to determine the approximate yields of the various retail cuts obtained from beef, veal and lamb carcasses, and of the wholesale cuts from a hog carcass. Numerous price studies to ascertain the usual relationships between the prices of the different cuts from a carcass have also been made. Using the information thus obtained, tables have been prepared showing how wholesale and retail prices for the different cuts of fresh beef, lamb, veal and pork can be readily determined so as to realize a given gross percentage margin on the basis of either costs or sales. These tables, with instructions as to their use, are presented herein for the convenience of meat retailers and students of meat marketing.

Gross margins are generally determined and expressed in terms of a percentage of sales receipts or of cost price, and also in terms of actual mark-up in cents per pound. The table appearing on the last page of this booklet shows the percentage gross margin computed on the selling price which would be equivalent to a given margin computed on cost price, and vice versa. For example, a margin of 30 percent on cost is equivalent to 23.08 percent of sales, whereas a margin of 30 percent on sales is equivalent to 42.86 percent on cost.

<center># CONTENTS   Page</center>

NOTE: Steer beef carcasses now referred to as Commercial grade heretofore have
      been designated as Medium grade.

Approximate percentages of wholesale and trimmed retail cuts in a beef carcass according to grade and style of cutting

	Chicago style of cutting				New York style of cutting		
Cut	Choice grade	Good grade	Medium grade	Cut	Choice grade	Good grade	Medium grade
	%	%	%		%	%	%
Porterhouse steak	6.40	6.75	7.10	Porterhouse steak	6.50	6.80	7.00
Sirloin steak	7.85	8.00	8.40	Sirloin steak	6.75	7.25	7.50
Lean trimmings	.60	.75	1.25	Lean trimmings	.58	.70	1.20
Shop fat, mostly	2.65	1.50	.25	Shop fat, mostly	2.67	1.25	.30
Total loin	17.50	17.00	17.00	Total loin	16.50	16.00	16.00
Kidney	.25	.30	.40	Kidney	.25	.30	.40
Suet	3.75	3.20	2.10	Suet	3.75	3.20	2.10
Total kidney and suet	4.00	3.50	2.50	Total kidney and suet	4.00	3.50	2.50
Round steak	11.00	12.50	13.20	Top round	3.35	3.75	4.25
Heel of round	2.55	3.00	3.60	Bottom round	4.25	4.85	5.85
------------	----	----	----	Top sirloin	4.50	4.80	5.25
Boneless rump	2.80	3.00	3.40	Boneless rump	3.05	3.45	3.80
Lean trimmings	.80	.65	.50	Lean trimmings	.63	.50	.25
Stew meat	1.20	1.00	.60	Stew meat	1.82	1.75	1.10
Waste - mostly bone	3.65	3.85	4.20	Waste - mostly bone	5.40	5.90	6.00
Total round	22.00	24.00	25.50	Total round	23.00	25.00	26.50
Flank steak	.68	.65	.60	Flank steak	.68	.65	.60
Lean trimmings	.32	.35	.45	Lean trimmings	.13	.15	.25
Stew meat	.90	.95	1.50	Stew meat	1.09	1.15	1.70
Cod and shop fat	2.60	1.55	.45	Cod and shop fat	2.60	1.55	.45
Total flank	4.50	3.50	3.00	Total flank	4.50	3.50	3.00
Total hindquarter 1 rib	48.00	48.00	48.00	Total hindquarter 1 rib	48.00	48.00	48.00
Rib - 1st 5 ribs	5.90	5.75	5.50	Rib - 1st 6 ribs	6.40	6.25	6.05
Blade rib - 2 ribs	3.40	3.25	3.10	Blade rib - 2 ribs	2.85	2.65	2.50
Waste - bone and fat	.70	.50	.40	Waste - bone and fat	.75	.60	.45
Total rib	10.00	9.50	9.00	Total rib	10.00	9.50	9.00
Chuck, round bone	5.00	5.10	5.25	Cross rib	4.60	4.75	4.80
Chuck, rib cut	10.25	10.50	10.94	Chuck steak or roast	7.10	7.95	8.10
Lean trimmings	.95	.85	.70	Lean trimmings	1.45	1.40	1.30
Stew meat	6.00	6.15	6.75	Stew meat	5.89	6.00	7.30
Waste - mostly bone	4.80	5.90	6.36	Waste - mostly bone	4.96	6.40	7.00
Total chuck and shank	27.00	28.50	30.00	Total chuck and shank	24.00	26.50	28.50
Plate or navel	7.00	7.00	6.90	Navel	6.10	5.75	5.45
Brisket, bone in	5.25	5.00	4.65	Brisket, bone in	5.25	5.00	4.75
-----------------	----	----	----	Corner piece	2.00	1.80	1.65
-----------------	----	----	----	Thick plate	1.60	1.45	1.35
Lean trimmings	1.50	1.25	.85	Lean trimmings	1.51	1.20	.75
Shop fat	1.25	.75	.60	Shop fat	1.54	.80	.55
Total plate and brisket	15.00	14.00	13.00	Total plate and brisket	18.00	16.00	14.50
Total forequarter - 12 ribs	52.00	52.00	52.00	Total forequarter - 12 ribs	52.00	52.00	52.00

Summary of carcass yields

	Chicago				New York		
Hindquarter - 1 rib				Hindquarter - 1 rib			
Trimmed retail cuts	31.28	33.90	36.30	Trimmed retail cuts	29.08	31.55	34.25
Lean trimmings	1.72	1.75	2.20	Lean trimmings	1.34	1.35	1.70
Stew meat and kidney	2.35	2.25	2.50	Stew meat and kidney	3.16	3.20	3.20
Suet, cod and shop fat	9.00	6.25	2.80	Suet, cod and shop fat	9.02	6.00	2.85
Waste and shrinkage	3.65	3.85	4.20	Waste and shrinkage	5.40	5.90	6.00
Total	48.00	48.00	48.00	Total	48.00	48.00	48.00
Forequarter - 12 ribs				Forequarter - 12 ribs			
Trimmed retail cuts	36.80	36.60	36.34	Trimmed retail cuts	35.90	35.60	34.65
Lean trimmings	2.45	2.10	1.55	Lean trimmings	2.96	2.60	2.05
Stew meat	6.00	6.15	6.75	Stew meat	5.89	6.00	7.30
Shop fat	1.25	.75	.60	Shop fat	1.54	.80	.55
Waste and shrinkage	5.50	6.40	6.76	Waste and shrinkage	5.71	7.00	7.45
Total	52.00	52.00	52.00	Total	52.00	52.00	52.00
Carcass				Carcass			
Trimmed retail cuts	68.08	70.50	72.64	Trimmed retail cuts	64.98	67.15	68.90
Lean trimmings	4.17	3.35	3.75	Lean trimmings	4.30	3.95	3.75
Stew meat and kidney	8.35	8.40	9.25	Stew meat and kidney	9.05	9.20	10.50
Suet, cod and shop fat	10.25	7.00	3.40	Suet, cod and shop fat	10.56	6.80	3.40
Waste and shrinkage	9.15	10.25	10.96	Waste and shrinkage	11.11	12.90	13.45
Total	100.00	100.00	100.00	Total	100.00	100.00	100.00

Approximate percentage of wholesale cuts in a beef steer carcass

New York style of cutting

Cut	Choice grade	Good grade	Medium grade
Round	23	25	26½
Flank	4½	3½	3
Loin - 1 rib	20½	19½	18½
Sirloin	9	8	8
Short loin	7½	8	8
Kidney and suet	4	3½	2½
Total hindquarter	48	48	48
Rib - 8 ribs, short cut	10	9½	9
New York, neck or chuck	15½	17½	19
Shoulder and shank	8½	9	9½
Plate	10½	9½	8½
Brisket	7½	6½	6
Total forequarter - 12 ribs	52	52	52

Chicago style of cutting

Cut	Choice grade	Good grade	Medium grade
Round	22	24	25½
Flank	4½	3½	3
Loin - 1 rib	21½	20½	19½
Sirloin	10	9	9
Short loin	7½	8	8
Kidney and suet	4	3½	2½
Total hindquarter	48	48	48
Rib - 7 ribs, long cut	10	9½	9
Square chuck	23	24	25
Shank	4	4½	5
Plate or navel	8½	8	7½
Brisket	6½	6	5½
Total forequarter - 12 ribs	52	52	52

Approximate percentage yields of wholesale and retail 1/ cuts in a lamb carcass

Name of cut	Choice grade		Good grade		Medium grade	
Leg - long cut		32.75		33.75		34.50
Loin chops trimmed	11.50		11.25		10.50	
Flank	2.00		1.50		1.25	
Kidney and suet	3.75		3.50		2.75	
Total loin with K & S		17.25		16.25		14.50
Hindsaddle - 1 rib		50.00		50.00		49.00
Hotel rack - 8 ribs	12.25		11.25		10.25	
Breast from rack	6.25		5.25		4.25	
Total bracelet		18.50		16.50		14.50
Square chuck - neck on	23.75		25.25		27.25	
Brisket	4.25		4.00		3.50	
Shank	3.50		4.25		5.75	
Total short forequarter *		31.50		33.50		36.50
Foresaddle - 12 ribs		50.00		50.00		51.00

Other combinations

Name of cut	Choice grade		Good grade		Medium grade	
Back -loin and bracelet		35.75		32.75		29.00
Leg -long cut		32.75		33.75		34.50
Short forequarter *		31.50		33.50		36.50
Leg -long cut		32.75		33.75		34.50
Loin and rib chops trimmed		23.75		22.50		20.75
Square chuck - neck off		19.50		20.50		21.75
Neck	4.25		4.75		5.50	
Shank	3.50		4.25		5.75	
Breast from chuck	4.25		4.00		3.50	
Breast from rack	6.25		5.25		4.25	
Flank	2.00		1.50		1.25	
Total stew		20.25		19.75		20.25
Kidney and suet		3.75		3.50		2.75
Total		100.00		100.00		100.00

1/ Trimmed retail cuts.
*   Short forequarter or full chuck.

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Approximate percentage yield of wholesale and retail cuts of veal in a carcass

U. S. Good Grade veal carcass - skin off

Name of cut	% of carcass	% of hindquarter 1 rib	% of forequarter 12 rib
Cutlet		14.00	28.57	
Rump*		14.50	29.59	
Boneless shank meat	4.00		8.16	
Shank bone	6.00		12.25	
Shank		10.00	20.41	
Shrinkage and waste		.50	1.02	
Leg with rump		39.00	79.59	
Loin chops - 1 rib		7.50	15.31	
Suet		1.25	2.55	
Kidney		.50	1.02	
Flank		.75	1.53	
Total loin with K & S and flank		10.00	20.41	
Total hindquarter - 1 rib		49.00	100.00	
Rib chop - 8 ribs		7.50		14.71
Breast		11.75		23.04
Shoulder - 4 ribs		21.25		41.67
Neck		5.00		9.80
Boneless shank meat	2.00			3.92
Shank bone	2.50			4.90
Shank		4.50		8.82
Shrinkage and waste		1.00		1.96
Total chuck-forequarter less rack		43.50		85.29
Total forequarter -12 ribs		51.00		100.00

When shoulder blade and shank are lifted the following percentages are applied

Rib - 8 ribs	7.50		14.71
Breast	11.75		23.04
Shoulder blade and shank	18.75		36.76
Under cut shoulder - 4 ribs	7.00		13.73
Neck	5.00		9.80
Shrinkage and waste	1.00		1.96
Total chuck-forequarter less rack	43.50		85.29
Total forequarter - 12 ribs	51.00		100.00

* Rump and loin separated at hip bone.

Approximate percentages of carcass 1/ wholesale cuts and products in
100 pounds of live hog

Item	Live weight range in pounds					
	180 - 250				250 - 290 2/	
	Carcass 1/ weight range in pounds					
	120-180	124-178	122-173	121-170	188-212	175-203
	Choice Lard type	Choice Meat type	Good	Medium	Choice 3/ Lard type	Good
Belly - sweet pickle	11.20	10.65	9.35	9.30	--	--
Belly - dry salt	--	--	--	--	18.20	14.80
Loins	8.90	9.95	10.25	10.50	8.45	9.00
Hams	13.30	13.80	14.25	14.25	13.40	13.90
New York shoulder 1 1/2 rib	10.75	11.25	11.80	11.90	9.75	11.65
Jowl	1.85	1.50	1.50	1.20	2.00	1.80
Spare ribs	1.55	1.70	1.90	2.05	1.35	1.65
Neckbones	.85	1.00	1.10	1.25	.65	.90
Feet	1.85	2.00	2.35	2.35	1.45	2.10
Tail	.20	.20	.25	.25	.10	.15
Lean trimmings	2.50	3.00	3.00	3.10	1.95	1.50
Fat trimmings	7.35	6.30	5.75	5.40	5.80	4.75
Rough fat backs 4/	9.75	7.50	6.10	4.85	8.65	6.45
Cutting shrinkage	1.25	1.15	1.00	1.00	1.25	1.35
Total carcass 1/	71.30	70.00	68.60	67.40	73.00	70.00
Liver	1.40	1.40	1.50	1.55	1.40	1.45
Heart	.25	.25	.25	.30	.35	.35
Kidney	.20	.20	.25	.25	.20	.30
Head	4.60	4.65	4.85	5.20	4.05	5.65
Leaf fat	2.15	2.05	1.50	1.60	2.40	2.40
Scrap leaf fat	.15	.15	.10	.10	.20	.30
Caul fat	.50	.55	.40	.50	.35	.35
Ham facing	.30	.35	.40	.45	.55	.25
Killing shrinkage and other products	19.15	20.40	22.15	22.65	17.50	18.95
Total live hog	100.00	100.00	100.00	100.00	100.00	100.00
Lard yield 5/	15.50	12.75	10.25	9.20	14.00	10.75

1/ Leaf fat, ham facings, kidney and head removed.
2/ Carcass cut so as to produce dry salt bellies.
3/ Extra fat hogs.
4/ Commercial fat backs should weigh 6 pounds or over after trimming, otherwise
  they are used as lard. Trimmings amount to about 2 pounds on lightweight fat backs
  and 3 pounds on heavier ones.
5/ Lard yield - Choice grade - leaf fat 94%; fat backs 80%; caul 65%; trimmings 70%;
  ham facing 75%; Good and Medium grade leaf fat 90%; fat backs 75%; caul 60%;
  trimmings 65%; ham facings 70%.

Range of back fat thickness and approximate percentages of wholesale cuts in a pork carcass 1/

Item	Live weight range in pounds					
	180 - 250				250 - 290 2/	
	Carcass weight range in pounds					
	128-180	124-178	122-173	121-170	188-212	175-203
	Choice Lard type	Choice Meat type	Good	Medium	Choice 3/ Lard type	Good
Range of back fat thickness in inches 4/	$1\frac{1}{4}$ - 2	1 - $1\frac{3}{4}$	$\frac{3}{4}$ - $1\frac{1}{2}$	$\frac{1}{2}$ - 1	$1\frac{3}{4}$ - $2\frac{1}{2}$	$1\frac{1}{4}$ - $1\frac{3}{4}$
Belly - sweet pickle	15.70	15.20	13.65	13.80	--	--
Belly - dry salt	--	--	--	--	24.95	21.15
Loins	12.50	14.20	14.95	15.60	11.55	12.85
Hams	18.65	19.70	20.75	21.15	18.35	19.85
Shoulders 5/	15.10	16.10	17.20	17.65	15.35	16.60
Jowl	2.60	2.15	2.20	1.80	2.75	2.60
Spare ribs	2.20	2.45	2.75	3.00	1.90	2.40
Neckbones	1.20	1.40	1.60	1.85	.85	1.30
Feet	2.60	2.85	3.45	3.50	2.00	2.95
Tail	.30	.30	.35	.35	.15	.20
Lean trimmings	3.50	4.35	4.35	4.60	2.70	2.15
Fat trimmings	10.30	9.00	8.40	8.00	7.95	6.80
Rough fat backs 6/	13.65	10.70	8.90	7.20	11.80	9.20
Cutting shrinkage	1.70	1.60	1.45	1.50	1.70	1.95
Total	100.00	100.00	100.00	100.00	100.00	100.00

1/ Loaf fat, ham facings, kidney and head removed.
2/ Carcasses cut so as to produce dry salt bellies.
3/ Extra fat carcasses.
4/ Thickness of fat measured over first vertebrae back of last rib.
5/ New York style skinned shoulder 1½ ribs.
6/ Commercial fat backs should weigh 6 pounds or over after trimming, otherwise they are used for lard. The trimmings amount to about 2 pounds on the lightweight fat backs and about 3 pounds on heavier ones.

UNITED STATES DEPARTMENT OF AGRICULTURE

Agricultural Marketing Service

WASHINGTON, D.C.

RETAIL MEAT-CUTTING METHODS

BEEF

CHICAGO METHOD
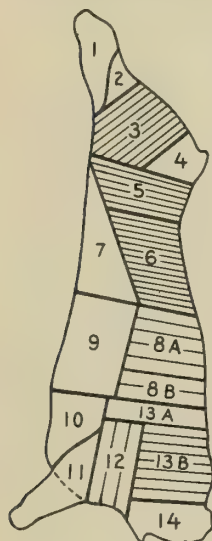
1. Shank – Stew
2. Heel of round – Stew
3. Full round – Steak
4. Boneless rump – Roast
5. Sirloin – Steak
6. Porterhouse – Steak
7. Flank – Steak and Stew
8. Prime rib – 7 rib
   A - Prime rib roast - 5 rib
   B - Blade roast - 2 rib
9. Navel – Stew, Boiling
10. Brisket – Boiling
11. Fore shank – Stew
12. Chuck round bone – Pot roast
13. Chuck – Straight cut
    A - Chuck blade - Roast
    B - Chuck - Steak
14. Neck - Stew
Ground meat from lean trimmings

NEW YORK METHOD
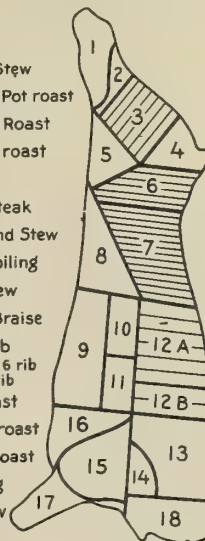
1. Shank – Stew
2. Heel of round – Stew
3. Round – Steaks, Pot roast
4. Boneless rump – Roast
5. Top sirloin – Pot roast
6. Sirloin – Steak
7. Porterhouse – Steak
8. Flank – Steak and Stew
9. Navel – Stew, Boiling
10. Thick plate – Stew
11. Corner piece – Braise
12. Prime rib – 8 rib
    A - Prime rib roast - 6 rib
    B - Blade roast - 2 rib
13. Chuck – Pot roast
14. Top chuck – Pot roast
15. Cross rib – Pot roast
16. Brisket – Boiling
17. Fore shank – Stew
18. Neck – Stew

Ground meat from lean trimmings

LAMB

VEAL

STANDARD METHOD
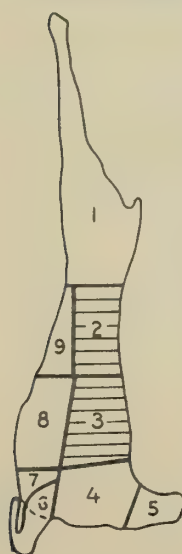
1. Leg - Roast
2. Loin - 1 rib, Chops
3. Rack - 8 rib, Chops
4. Sq. chuck - Roast
5. Neck - Stew
6. Shank - Stew
7. Brisket - Stew
8. Breast - Stew
9. Flank - Stew
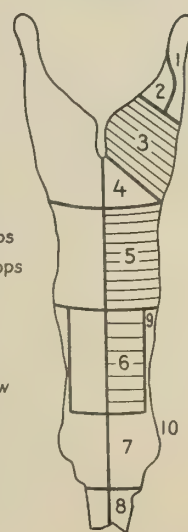
1. Shank - Stew
2. Heel - Stew
3. Round - Cutlet
4. Rump - Roast
5. Loin - 1 rib, Chops
6. Rack - 8 rib, Chops
7. Chuck - Roast
8. Neck - Stew
9. Breast - Stew
10. Fore shank - Stew

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS – U. S. CHOICE GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Choice Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:–

   (a) Wholesale carcass cost $15.00 per 100 pounds.
   (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the carcass equals 75% of sales receipts.

   $$100 - 25\% = 75\%$$

   $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

   (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $15.00 ÷ $5.00 = $20.00

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds, then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $20.00, porterhouse steak is indicated to retail at 46¢ per pound, but if the general market is 43¢, then a reduction of 3¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 3¢ in this case.

Assuming that chuck steak can be increased in price the figure 19.5¢ is divided by 7.10 which represents the percentage of chuck steaks in the carcass.

$$6.50 \times 3¢ = 19.5¢$$
$$19.5 ÷ 7.10 = 2.75¢$$

In other words, the retail price of chuck steak can be increased 2 3/4¢ per pound. By reducing the price of porterhouse steak from 46¢ to 43¢ and increasing the price of chuck steak from 20¢ to 22 3/4¢, the total sales receipts will be the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:

When porterhouse steak is sold at 46¢, sirloin at 34¢ and ground meat at 23¢, the same amount would be received if the loin containing kidney and suet was sold at 26 2/3¢ per pound, or the loin excluding kidney and suet, was sold at 32 3/4¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 29¢, then 32 3/4¢ – 29¢ = 3 3/4¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $15.00 per 100 pounds locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on wholesale cut prices. Example:–

   Loin (less kidney and suet)   16.5 X 25 = 4.13
   Round and flank   27.5 X 15 = 4.12
   Rib   10.0 X 20 = 2.00
   Neck and shoulder   24.0 X 15 = 3.60
   Plate and brisket   18.0 X 8 = 1.44
                                             $15.29

The wholesale cost of the cuts at the above prices are equivalent to $15.29 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 – $15.29 = $4.71, or the gross margin on the wholesale cut basis is 29¢ less than when the straight carcass is used.

8. Assuming the carcass cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. CHOICE GRADE

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Trimmed retail cuts																																					
Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.50	12	14	16	18	21	23	25	28	30	32	34	37	39	41	44	46	48	51	53	55	57	60	62	64	67	69	71	74	76	78	80	83	85	87	90	92
Sirloin steak	6.75	9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	37	39	41	42	44	46	48	49	51	53	54	56	58	60	61	63	65	66	68
Top round steak	3.35	8	10	11	13	14	16	18	19	21	22	24	25	27	28	30	31	33	35	36	38	40	42	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Bottom round steak	4.25	8	9	10	12	13	15	16	18	20	21	22	24	25	26	28	30	32	33	35	37	38	39	40	42	43	45	47	48	50	51	52	54	55	57	58	60
Flank steak	.68	6	7	8	10	11	13	14	16	17	19	21	22	24	25	26	28	30	31	33	34	36	37	39	41	42	43	45	46	48	49	52	52	54	56	57	58
Top sirloin	4.50	7	8	10	11	13	14	15	17	18	20	21	22	24	25	27	28	29	31	32	34	35	36	38	39	41	42	43	45	46	48	49	50	52	53	55	56
Boneless rump	3.05	7	8	10	11	13	14	15	17	18	20	21	22	24	25	27	28	29	31	32	34	35	36	38	39	41	42	43	45	46	48	49	50	52	53	55	56
Rib roast-1st 6 R.	6.40	8	10	11	13	14	16	18	19	21	22	24	24	26	27	29	30	32	34	35	37	38	40	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Blade roast 2 ribs	2.85	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	23	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Cross rib	4.60	6	7	8	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	36	46	47	48
Chuck steak	7.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Corner piece	2.00	5	5	6	6	7	8	9	11	12	13	15	16	17	18	19	20	21	22	23	24	25	26	27	27	17	24	25	26	26	27	28	29	30	30	31	32
Thick plate	1.60	3	4	4	5	5	6	6	7	8	8	9	10	11	11	12	13	13	14	14	15	15	16	16	17	17	18	19	19	20	20	21	22	23	23	23	24
Navel	6.10	2	3	4	4	5	5	6	7	8	8	9	10	10	11	10	10	12	12	11	12	12	13	14	14	14	15	16	16	16	17	18	18	19	19	19	20
Brisket-bone in	5.25	4	5	6	6	7	8	9	9	10	11	12	13	14	14	15	16	17	18	18	19	20	21	22	22	23	24	25	26	26	27	28	29	30	30	31	32
Ground meat	4.30	4	5	8	9	11	12	13	14	16	16	16	16	19	21	22	23	24	25	26	28	29	31	32	34	35	36	35	38	40	41	42	43	46	46	48	48
Boneless stew	8.80	5	7	8	9	10	11	12	14	15	16	17	18	20	21	22	23	24	26	26	28	29	29	30	31	33	33	34	36	37	38	39	40	41	43	44	45
	78.08																																				

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Hindquarter-1 rib	48.00*	5¼	6¼	8	9¾	10¼	11¼	12¾	13¾	14¾	16	17	18	19¾	20¾	21¾	22¾	23¾	25	26	27¼	28¼	29¼	30¾	31¾	33	34	35	36¾	37¾	38¾	39¾	40¾	42	43	44¼	45¼
Loin with K & S	20.50	7	8	9¾	10¾	12	13¾	14¾	16	17¼	18¾	20	21¼	22½	23¾	25¼	26½	27¾	29	30¾	31¾	32¾	34¾	35¾	37	38¾	39¾	41	42¼	43¾	45	46¼	47½	50½	50¾	51¾	53
Loin -less K & S	16.50*	8¼	10	11¾	13¾	14¾	16½	18	19¾	21½	23	24½	26¼	28	29¾	31¼	32¾	34¾	36½	37¾	39¾	40¾	42½	44¼	46	47¾	49¾	51	52½	54¾	56	57½	59½	60¾	62½	64	65¾
Round and flank	27.50	5	5¾	8	9	10½	11½	12	14	14¾	17¾	18	19½	21¼	22	19	20¾	21½	22½	23	24	25½	26¾	27¾	28½	28¾	29¾	30½	31¾	32¾	33¾	34¾	35½	36¾	37½	38¾	39¾
Rib - 8 ribs	10.00	6¾	8	9	10¾	11½	13	14¾	15½	17	18	19½	21¼	22	23¾	24¾	26¼	27¾	28¾	30½	31	32¾	34¼	35	36¼	37½	39¼	40¾	41¾	43¼	44¼	45¾	47¾	48¼	49¾	50½	52¼
N.Y. neck and shoulder	24.00	4¼	5¼	6	7	8	8¾	9½	10½	11¼	12¼	13	14	15	16	16¾	17½	18½	19½	20½	21¾	22	22½	23¾	24½	25½	26	26¾	27½	29	29¾	30½	31¾	32¾	33¾	34¾	35
Plate & brisket	18.00	3	4	4¾	5	6	6¾	7¼	7½	8	9	9¾	9¾	11	11¾	12½	12½	½	14½	14¾	14¾	16	17	17¾	18	18½	19¾	20¾	20½	21	22	22¾	23¾	24¾	25	25¾	25¾
Forequarter-12 R.	52.00*	4¼	5¾	6¼	7	8	8¾	9¾	10¾	11¾	12½	13¾	14¼	15	16.	16¾	17¾	18½	19½	20¾	20¾	22	22¾	23¾	24½	25	26½	27½	28	29	29¾	30½	31¾	32¾	33¾	34	35
Carcass per 100	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

   (a) Wholesale carcass cost $16.00 per 100 pounds.
   (b) Desired gross margin in percent of sales is 33 1/3%. Therefore, the wholesale cost of the carcass equals 66 2/3% of sales receipts.

$$100 - 33\ 1/3 = 66\ 2/3\%$$

     $16.00 ÷ 66 2/3 = $24.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

   (c) If the desired mark-up per pound is 8¢ or $8.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $16.00 ∤ $8.00 = $24.00.

3. Locate the column on the chart headed $24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $24.00. Since the carcass cost $16.00 per 100 pounds, then the gross margin is $8.00 or 33 1/3% of the sales or a mark-up differential of 8¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $24.00, porterhouse steak is indicated to retail at 49¢ per pound, but if the general market is 47¢, then a reduction of 2¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 2¢ in this case.

Assuming that chuck steak can be increased in price 13.6¢ is divided by the figure 7.95 which represents the percentage of chuck steak in the carcass.

$$6.80\ X\ 2¢ = 13.6¢$$

In other words, the retail price of chuck steak can be increased 1 3/4¢ per pound.

$$13.6¢ ÷ 7.95 = 1.71¢$$

By reducing the price of porterhouse steak from 49¢ to 47¢ and increasing the price of chuck steak from 23¢ to 24 3/4¢, the total sales receipts will be the same, namely, $24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at 49¢ and sirloin at 42¢ and ground meat at 25¢, the same amount of money would be received if the loin containing kidney and suet was sold at 33 1/2¢ per pound, or excluding kidney and suet was sold at 41¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 35¢, then 41¢ - 35¢ = 6¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $16.00 per 100 pounds locate the column headed $16.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on wholesale cut prices. Example:-

   Loin (less kidney and suet) 16.0 X 32 = 5.12
   Round and flank   28.5 X 17 = 4.85
   Rib   9.5 X 23 = 2.19
   Neck and shoulder   26.5 X 19 = 5.04
   Plate and brisket   16.0 X 8 = 1.28
                            $18.48

The wholesale cost of the cuts at the above prices are equivalent to $18.48 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $16.00 carcass, plus an $8.00 mark-up, then the gross margin on these wholesale cut replacements would be $24.00 - $18.48 = $5.52, or the gross margin on the wholesale cut basis is $2.48 less than when the straight carcass is used.

8. Assuming the carcass cost $16.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $16.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $16.00. If an $8.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS – U. S. GOOD GRADE

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																			
Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.80	10	12	14	16	18	21	23	25	27	29	31	33	35	37	39	41	43	45	47	49	51	53	55	57	59	61	63	65	67	69	71	73	75	77	79	82
Sirloin steak	7.25	9	10	12	14	16	17	19	21	23	25	26	28	30	32	33	35	37	38	40	42	44	45	47	49	51	53	54	56	58	60	62	63	65	67	68	70
Top round steak	3.75	8	10	12	13	14	16	18	19	21	22	24	26	27	29	30	32	34	35	37	38	40	42	43	44	46	48	50	52	53	54	56	58	59	61	62	64
Bottom round	4.85	7	11	11	12	13	15	16	17	18	20	21	23	24	26	27	29	30	31	33	35	36	38	39	41	43	44	46	48	50	51	54	54	56	57	58	60
Flank steak	.65	6	9	10	10	11	12	14	15	16	18	19	20	21	22	24	25	26	28	30	30	31	32	34	35	36	38	41	40	41	42	44	45	46	48	49	49
Top sirloin	4.80	7	9	10	12	13	14	16	17	19	20	22	23	25	26	28	29	30	32	33	35	36	38	39	41	42	44	45	46	48	50	51	52	54	55	57	58
Boneless rump	3.45	7	9	10	12	13	14	16	17	19	20	22	23	25	26	28	29	30	32	33	35	36	38	39	41	42	44	45	46	48	50	51	52	54	55	57	58
Rib roast-1st 6 R.	6.25	7	8	10	11	13	14	15	17	18	20	21	22	23	25	27	28	30	31	32	34	35	36	38	39	41	42	44	45	46	48	49	51	52	53	54	56
Blade roast-2 ribs	2.65	6	6	7	8	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	32	33	34	35	36	37	38	39	40	41	42
Cross rib	4.75	5	6	7	8	9	10	11	12	14	14	16	17	18	19	20	21	22	24	25	26	27	28	29	30	32	33	36	34	35	36	37	38	39	40	41	42
Chuck steak	7.95	5	5	6	6	7	8	9	10	11	12	13	14	14	16	16	18	18	21	21	22	23	24	25	25	28	28	30	30	31	31	33	34	35	36	37	38
Corner piece	1.80	4	4	5	5	6	6	7	7	8	9	9	9	11	11	12	12	13	14	14	15	16	17	18	19	20	22	22	24	25	26	28	29	30	31	31	32
Thick plate	1.45	3	3	4	4	5	5	6	6	7	7	8	8	9	8	10	11	12	10	13	13	14	14	15	15	16	16	17	18	18	19	19	20	20	21	21	22
Navel	5.75	4	5	5	6	6	6	7	7	8	8	9	7	9	8	9	12	16	10	11	13	14	20	20	21	22	22	23	24	25	26	27	27	28	17	18	18
Brisket-bone in	5.00	4	5	7	7	8	8	9	9	10	10	11	12	13	14	14	15	16	17	17	18	19	20	20	21	22	22	23	24	25	26	27	27	28	28	29	30
Ground meat	3.95	5	6	7	9	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	32	33	34	35	36	37	38	39	40	41	42
Boneless stew	8.90	6	7	8	9	10	11	12	13	14	15	16	16	19	20	21	22	25	24	25	26	28	29	30	31	32	32	34	35	36	37	38	40	41	42	43	44
	80.00																																				

Wholesale cuts   Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Hindquarter– 1 R.	48.00*	6	7¼	8½	9¾	10¾	12	13¼	14½	15½	16¾	18	19¼	20½	21½	22¾	24	25	26¼	27½	28¾	30	31	32¼	33¾	34¾	36	37	38¼	39¾	40½	41¾	43	44¼	45¼	46¾	47¾
Loin with K & S	19.50	7	8	9¼	11	12¼	14	15½	17	18¼	20	21	22½	24	25½	26¾	28	29½	30¾	32	33¾	35	36½	37¾	39¼	40½	42	43¾	44¾	46½	47¾	49¼	50¼	51¾	53¾	54¾	56¼
Loin less K & S	16.00*	8½	9¾	11¾	13¼	15¾	17	19	20¾	22½	24¼	25½	27½	29¼	31	32½	34¾	36	37½	39½	41	42¾	44½	46	47½	49½	51¾	52¾	54½	56½	58¼	60	61½	63	64½	66½	68½
Round and flank	28.50	5¼	6¾	7½	8½	9½	10½	11½	12½	13¾	14½	15½	16¾	17½	19	20	21	22	23	24½	25¼	26¼	27½	28¾	29½	30½	31½	32¾	33½	34¾	35½	36½	37½	39	40	41	42
Rib – 8 ribs	9.50	6	7	8½	9½	11	12	13¾	14¾	15½	17¼	18¾	19¾	20	21½	23	24¼	25¼	26¼	27½	29½	30½	31¼	32¼	33½	35½	36½	38	39	40	41½	42½	44½	45	46	47½	48½
N. Y. neck and shoulder	26.50	4½	5	5¾	6¾	7½	8½	8½	9½	10¼	11¼	12	13	13¾	14½	15½	16	16½	17½	18½	19½	20½	21	22	22½	23½	24	24½	25½	26½	27¼	28	29	29½	30½	31½	32¼
Plate & brisket	16.00	3	4	4½	5	5½	6	6¾	7½	7¾	8½	9½	9½	10½	11¼	11½	12¼	13	13½	14½	15	15¾	16½	16½	17½	17¾	18½	19½	20	20½	21	21¾	22½	23	23¾	24	24½
Forequarter–12 R.	52.00*	4½	5	5¼	6¼	7¼	8¼	10	10	10¾	11¾	11½	13	13¾	14¾	15½	16½	17½	18¼	19	19½	20½	21½	22¼	24	24	24½	25½	26¼	27	28	28½	29½	30½	31¼	32	32¾
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. MEDIUM GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Medium Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:--

    (a) Wholesale carcass cost $12.00 per 100 pounds.
    (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the carcass equals 75% of sales receipts.

$$100\% - 25 = 75\%$$

        $12.00 ÷ 75 = $16.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

    (c) If the desired mark-up per pound is 4¢ or $4.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $12.00 ∮ $4.00 = $16.00

3. Locate the column on the chart headed $16.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $16.00. Since the carcass cost $12.00 per 100 pounds then the gross margin is $4.00 or 25% of the sales or a mark-up differential of 4¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $16.00, porterhouse steak is indicated to retail at 32¢ per pound, but if the general market is 29¢, then a reduction of 3¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 3¢ in this case.

$$7.00 \times 3¢ = 21.0¢$$

Assuming that chuck steak and blade roast can be increased in price the figure 21.0¢ is divided by 10.60 which represent the sum of the percentages of chuck steak and blade roast in the carcass.

$$21.0 ÷ 10.60 = 1.98¢$$

In other words, the retail price of chuck steak and blade roast can be increased 1.98¢ per pound. By reducing the price of porterhouse steak from 32¢ to 29¢ and increasing the price of the chuck steak and blade roast from 16¢ to 18¢, the total sales receipts will be the same, namely, $16.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:--

When porterhouse steak is sold at 32¢, sirloin at 26¢, and ground meat at 14¢, the same amount of money would be received if the loin containing kidney and suet) was sold at 27½¢ per pound, or the loin excluding kidney and suet was sold at 27 1/4¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 23¢, then 27½¢ - 23¢ = 4 1/4¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $12.00 per 100 pounds locate the column headed $12.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost in the carcass by the carcass cost based on wholesale cut prices. Example:--

Loin (less kidney and suet)	16.0 X 20 = $3.20
Round and flank	29.5 X 11 = 3.25
Rib	9.0 X 13 = 1.17
Neck and shoulder	28.5 X 9 = 2.57
Plate and brisket	14.5 X 8 = 1.16
	$11.35

The wholesale cost of the cuts at the above prices are equivalent to $11.35 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $12.00 carcass, plus a $4.00 mark-up, then the gross margin on these wholesale cut replacements would be $16.00 - $11.35 = $4.65, or the gross margin on the wholesale cut basis is 65¢ more than when the straight carcass is used.

8. Assuming the carcass cost $12.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $12.00, the all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $12.00. If a $4.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $16.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS – U.S. MEDIUM GRADE

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail beef cuts

NEW YORK STYLE OF CUTTING
Directions on opposite page

Wholesale carcass cost per 100 pounds, on wholesale carcass cost plus desired gross margin

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	7.00	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	56	58	60	62	64	66	68	70	72	74	76	78	80
Sirloin steak	7.50	8	10	11	13	14	16	18	19	21	22	24	26	27	29	30	32	34	35	37	38	40	42	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Top round steak	4.25	8	10	11	13	14	16	17	19	21	22	24	26	27	29	30	32	34	35	37	38	40	42	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Bottom round	5.85	8	9	11	12	14	15	17	18	20	21	24	26	26	27	29	32	34	35	37	38	40	42	43	44	46	48	48	48	50	54	56	58	59	61	62	64
Flank steak	.60	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	40	41	42	43	44	46	47	48
Top sirloin	5.25	6	7	10	11	13	14	15	17	18	20	21	22	24	25	27	28	29	31	32	34	35	36	38	39	41	36	43	45	46	48	49	50	52	53	55	56
Boneless rump	3.80	6	7	9	11	11	14	15	16	18	19	21	22	24	25	27	28	29	31	32	34	30	36	38	39	35	36	37	38	40	48	49	43	44	49	55	46
Rib roast-1st 6 R.	6.05	7	8	9	10	11	12	13	14	16	17	18	20	20	22	23	24	25	26	28	29	30	31	33	34	35	39	35	36	37	44	45	46	48	49	51	52
Blade roast-2 ribs	2.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Cross rib	4.80	5	6	7	8	10	11	12	13	13	15	15	17	19	20	21	20	23	24	25	27	28	26	35	31	32	30	31	35	36	37	35	36	37	42	43	44
Chuck steak	8.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	35	33	37	35	40	37	38	39	44
Corner piece	1.65	4	5	6	8	7	8	9	10	8	9	12	13	14	14	15	16	17	18	18	19	20	21	22	22	23	24	25	26	26	27	28	29	30	30	31	32
Thick plate	1.35	2	3	3	4	5	5	7	6	8	7	9	10	10	11	9	12	13	13	11	14	15	16	13	17	17	18	19	19	20	20	17	22	22	19	23	24
Navel	5.45	4	4	6	5	5	6	5	6	6	7	9	8	8	11	9	10	11	11	11	11	12	13	13	14	17	15	16	19	16	17	17	18	18	19	19	20
Brisket-bone in	4.75	4	5	6	6	7	8	9	10	10	11	12	13	14	14	15	16	17	18	18	19	20	21	22	22	23	24	25	26	26	27	28	29	30	30	31	32
Ground meat	3.75	5	5	6	7	8	9	10	11	12	13	14	14	15	16	17	18	19	19	21	22	23	23	24	25	26	27	28	29	30	31	32	32	33	34	35	36
Boneless stew	10.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
	82.75																																				

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts		$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Hindquarter- 1 R.	48.00*	6	7¾	8⅝	9¾	11	12⅝	13½	14¾	16	17	18½	19¾	20¾	22	23⅝	24⅝	25⅝	27	28⅝	29⅝	30⅝	31¾	33	34½	35⅝	36⅝	38	39	40¾	41¾	42⅝	44	45⅝	46⅝	47⅝	48⅝
Loin with K & S	18.50	7	9	10	11¾	13	14¾	16¼	17½	19¼	20¾	22	23¾	24¾	26¼	27⅝	29⅝	31	32	33¾	35	36⅜	38⅜	39¼	41	42⅝	44⅜	45⅜	46⅝	48⅝	49⅜	51⅝	52⅝	54	55⅝	57	58⅝
Loin less K & S	16.00*	8	10¾	11¾	13¾	15	17	18¾	20¾	22¾	23¾	25⅝	27⅝	28⅝	30⅝	32	34⅝	35⅝	37⅝	39	40⅛	42⅝	44⅛	45⅝	47⅝	49	51⅛	52⅝	54	56	57⅝	59⅛	61	62⅝	64⅝	65⅝	67⅝
Round and flank	29.50	5⅝	6⅞	7⅞	8⅝	9¾	10⅝	11⅝	12¾	14	15	16	17	18¼	19¼	20⅝	21¼	22¼	23⅛	24¾	25⅝	26⅝	27¾	29	30	31	32	33	34	35⅛	36⅛	37⅛	38⅛	39⅛	40⅛	41⅛	42⅛
Rib - 8 ribs	9.00	6	7	8	9	10⅝	11⅝	12⅝	14½	15	16	17½	18⅝	19⅝	20⅝	22	23	24	25⅝	26⅝	27⅝	28⅝	29⅝	31¼	32	33⅝	34⅝	35⅝	37⅛	38	39	40⅛	40⅛	39⅛	40⅝	41⅝	46⅝
N. Y. neck and shoulder	28.50	4	4¾	5½	9	7½	7½	8⅝	9½	10	10⅝	11½	12⅝	13	13⅝	14½	15¼	16	16⅝	17⅝	18⅝	19⅝	19⅝	20⅝	21⅝	22⅝	23	23⅝	24⅝	25⅝	26	26⅝	27⅝	28⅝	29⅝	30	30⅝
Plate & brisket	14.50	3	3⅝	4⅝	5	5⅝	6⅝	7	8	8⅝	10⅝	9½	10⅝	11⅝	11⅝	12	13	13⅝	14⅝	14⅛	15⅝	15⅝	17	17⅝	18⅝	18⅝	19⅝	20	20⅝	21	21¾	22⅛	23⅝	23⅝	24⅝	24⅝	25⅝
Forequarter-12 R.	52.00*	4	4⅝	5⅝	6⅝	7⅝	8	8	9⅝	10⅝	11¼	12	12⅝	13½	14⅝	15⅝	16	16⅝	17⅝	18⅝	19⅝	20⅝	20⅝	21⅝	22⅝	23	24	24⅝	25⅝	26⅝	27	27⅝	28⅝	29⅝	30⅝	31⅝	25⅝
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

HINDQUARTER AND RIB - U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale hindquarter and rib cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a hindquarter and rib. Example:--

   (a) Wholesale cost is $18.00 per 100 pounds for hindquarter and rib.
   (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the hindquarter and rib equals 75% of sales receipts.

$$100\% - 25 = 75\%$$

$18.00 ÷ 75 = $24.00, the anticipated retail sales return of all the cuts in 100 pounds of the hindquarter and rib.

   (c) If the desired mark-up per pound is 6¢ or $6.00 per 100 pounds of hindquarter and rib weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $18.00 ÷ $6.00 = $24.00

3. Locate the column on the chart headed 24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $24.00. Since the hindquarter and rib cost $18.00 per 100 pounds then the gross margin is $6.00 or 25% of the sales or a mark-up differential of 6¢ per pound based on hindquarter and rib weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $24.00, porterhouse steak is indicated to retail at 42¢ per pound, but if the general market is 40¢, then a reduction of 2¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 2¢ in this case.

$$11.83 \times 2¢ = 23.66¢$$

Assuming that the blade roast, ground meat and stew meat can be increased in price the figure 23.66¢ is divided by 12.00 which represents the sum of the percentages of these three cuts to the hindquarter and rib.

$$23.66¢ ÷ 12.00 = 1.97¢$$

In other words, the retail price of the three cuts can be increased 2¢. By reducing the price of porterhouse steak from 42¢ to 40¢ and increasing the price of blade roast, ground meat and stew meat from 21¢ to 23¢, the total sales receipts will be the same, namely, $24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:--

When porterhouse steak is sold at 42¢, sirloin at 35¢, and ground meat at 21¢, the same amount of money would be received if the loin containing kidney and suet was sold at 28 3/4¢ per pound, or the loin excluding kidney and suet was sold at 34 3/4¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 30¢, then 34 3/4¢ - 30¢ = 4 3/4¢ the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a hindquarter and rib costs $18.00 per 100 pounds locate the column headed $18.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut by the actual wholesale cost of the cut. The sum of these values is the wholesale cost of hindquarter and rib based on wholesale cut prices. Example:--

Loin (less kidney and suet)	28.0 X 30 =	8.40
Round and flank	49.5 X 17 =	8.42
Rib	16.5 X 18 =	2.97
		$19.77

The wholesale cost of the cuts at the above prices are equivalent to $19.77 for 100 pounds of hindquarter and rib. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $16.00 hindquarter and rib, plus a $6.00 mark-up, then the gross margin on these wholesale cut replacements would be $24.00 - $19.77 = $4.23 or the gross margin on the wholesale cut basis is $1.77 less than when the whole hindquarter and rib is used.

8. Assuming the hindquarter and rib cost $18.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $18.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $18.00. If a $6.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

HINDQUARTER AND RIBS - U. S. GOOD GRADE STEER
9- Ribs

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail beef cuts

NEW YORK STYLE OF CUTTING
Directions on opposite page

Trimmed retail cuts		Wholesale hindquarter and rib cost per 100 pounds, or wholesale cost plus desired gross margin																																			
Name of cut	% of cut	$ 8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00	41.00	42.00	43.00
Porterhouse steak	11.83	14	15	17	19	21	22	24	26	28	29	31	32	34	36	38	39	42	43	44	46	48	50	51	53	55	56	58	60	62	63	65	67	68	70	72	74
Sirloin steak	12.61	12	13	15	16	18	19	20	22	24	25	26	28	29	31	32	34	35	37	38	39	41	42	44	45	46	48	50	51	52	54	55	57	58	60	61	62
Top round steak	6.52	11	12	13	15	16	17	19	20	21	23	24	25	27	28	29	31	32	33	35	36	37	39	40	41	43	44	45	47	48	49	51	52	54	54	56	57
Bottom round	8.43	10	11	13	13	15	16	18	19	20	22	23	24	25	26	28	29	32	33	33	34	35	36	38	39	40	42	43	44	45	50	51	52	54	52	53	55
Flank steak	1.13	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27	28	29	30	31	32	33	34	35	36	37	42	43	40	42	42	43	44
Top sirloin	8.35	10	11	12	13	14	16	17	18	19	20	22	23	24	25	27	28	29	30	31	33	34	35	36	38	39	40	41	42	44	45	46	47	48	50	51	52
Boneless rump	6.00	10	11	13	13	14	16	17	18	19	21	22	23	24	24	25	26	29	30	30	33	34	35	34	35	36	41	41	42	44	44	46	47	48	50	51	49
Rib roast-1st 6 R.	10.87	9	10	11	13	14	15	16	17	18	19	20	22	23	24	25	26	27	28	30	31	32	33	34	35	36	38	39	40	41	42	43	44	46	47	48	49
Blade roast 2 ribs	4.61	7	8	9	10	10	12	13	13	14	15	16	17	17	19	19	20	21	23	24	24	25	26	28	28	30	30	31	32	32	34	35	35	37	37	38	39
Ground meat	2.35	7	8	9	10	11	11	12	13	14	15	16	17	18	19	19	20	21	22	23	24	25	26	27	28	29	30	30	31	32	33	34	35	36	37	38	38
Stew meat	5.04	7	8	9	10	11	12	12	13	14	15	15	17	17	19	19	20	21	22	23	24	25	26	27	28	29	30	30	31	32	32	34	35	36	37	38	38
Kidney	.52	7	8	9	9	11	12	12	13	14	15	16	16	17	18	19	19	20	21	22	23	24	24	25	25	26	26	26	27	27	27	28	28	28	29	29	30
	78.26																																				

Wholesale cuts — Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of cut	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00	41.00	42.00	43.00
Round with top sirloin & flank	49.5	7	7½	7¾	8¾	9½	10½	11½	12½	13	13¾	15	15¾	16½	17½	18½	19¼	20½	21½	22½	23¾	24½	25½	26½	27½	28½	29	29¾	30½	31½	32½	33½	34½	35½	36½	37	37¾
Loin with K & S	34.0	9¾	10¾	12	13	14½	15¾	16¾	17¾	19¼	20	21¼	22½	23½	25	26	27¾	28¾	29¾	30¾	31¾	33¾	34¾	35¾	36½	37¾	38½	40¼	41¾	42½	43½	44½	46¼	48½	49¾	50½
Loins less K & S	28.0*	11⅜	13¼	14½	15¾	17½	18½	20	21¾	23¾	24½	25¾	27¾	28½	30½	31¾	33	34¾	36	37¾	38½	40½	41½	43	44¾	45¾	47¾	49	50½	51½	53	54½	56¼	57	58½	60	61½
Rib - 8 ribs	16.5	8	8½	10	11¼	12	13	14	15	16	16¾	18	19¼	20	21	22	23	24	25	26¾	26⅜	28	29	30½	31¾	32	33½	34	35	36	37	37½	38½	40½	41½	42	43¾
Hindquarter and rib per 100#	100.0	$ 8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

CHUCK AND PLATE – U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale cost per 100 pounds of the chuck and plate of a Good Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a wholesale cut basis. Example:-
    (a) Wholesale chuck and plate cost is $15.00 per 100 pounds.
    (b) If the desired gross margin in percent of sales is 25%,
         then the wholesale cost of the chuck and plate equals
         75% of sales receipts.

         100% – 25 = 75%

         $15.00 ÷ 75% = $20.00, the anticipated retail sales return of
         all the cuts in 100 pounds of the chuck and plate.
    (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds
         of chuck and plate weight, then the sum of the wholesale cost
         and the mark-up equals the expected sales return; $15.00 ÷ $5.00 = $20.00

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the chuck and plate cost $15.00 per 100 pounds, then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on wholesale weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

    Under the column where the expected sales receipts are $20.00, chuck steak is indicated to retail at 26¢ per pound, but if the general market is 24¢, then a reduction of 2¢ on chuck steak is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage opposite the chuck steak is multiplied by the reduction, which is 2¢ in this case.

    Assuming that cross rib can be increased in price,
    $$18.70 \times 2¢ = 37.4$$
    the figure 37.4¢ is divided by 8.00 which represents the percentage of cross rib to the chuck and plate.

    $$37.4 ÷ 8.00 = 4.66¢$$
    In other words, the retail price of cross rib can be increased 4 3/4¢ per pound. By reducing the price of chuck steak from 26¢ to 24¢ and increasing the price of cross rib from 33¢ to 37 3/4¢, the total sales receipts will be the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

    When trimmed brisket is sold at 20¢ and ground meat at 29¢, the same amount of money would be received if the brisket (untrimmed) was sold at 19¢ per pound. If the replacement value of an untrimmed brisket is 15¢, then 19¢ – 15¢ = 4¢, the gross margin per pound derived from the replacement brisket. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a chuck and plate costs $15.00 per 100 pounds locate the column $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut by the actual wholesale cost of the cut. The sum of these values is the wholesale cost of chuck and plate based on wholesale cut prices. Example:-

Shoulder	21.18 X 16 =	3.39
N. Y. Neck	41.17 X 18 =	7.41
Plate	22.36 X 12 =	2.68
Brisket	15.29 X 14 =	2.14
		$15.62

    The wholesale cost of the cuts at the above prices are equivalent to $15.62 for 100 pounds of chuck and plate. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 chuck and plate, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 – $15.62 = $4.38, or the gross margin on the wholesale cut basis is $0.62 less than when the chuck and plate is used.

8. Assuming the chuck and plate cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

CHUCK AND PLATE 1/ U.S. GOOD GRADE STEER

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale chuck and plate cost per 100 pounds, or wholesale cost plus desired gross margin																																		
Name of cut	% or out	$ 5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Cross rib	8.00	8	10	11	13	15	17	18	20	21	23	25	26	28	30	31	33	34	36	38	40	41	42	44	46	47	49	51	52	53	55	57	59	61	62	64	66
Top chuck	3.18	10	10	11	13	15	17	18	20	21	23	25	26	28	30	31	33	34	36	38	40	41	42	44	46	47	49	51	52	53	55	57	59	61	62	64	66
Chuck steak	18.70	8	8	10	12	12	13	14	16	17	18	20	21	22	24	25	26	27	29	30	31	32	34	35	36	38	39	40	42	43	44	46	47	48	49	51	52
Corner piece	4.24	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	38	40	41	42	43	44
Thick plate	3.41	4	4	5	6	7	8	8	9	10	11	11	12	13	13	14	15	16	16	17	18	19	19	20	21	22	22	23	24	25	26	26	27	28	28	29	30
Navel	13.53	3	4	5	6	6	6	7	7	8	9	9	10	10	11	12	12	13	14	14	15	16	16	17	17	18	19	20	20	21	21	22	22	23	24	24	25
Brisket-bone in	11.76	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Ground meat	6.12	8	8	11	11	12	14	16	17	19	20	21	23	24	26	27	29	30	31	33	34	36	37	39	40	41	43	45	46	47	49	50	50	52	54	55	57
Stew meat	14.12	8	9	10	11	12	13	15	17	18	20	21	22	24	26	27	28	30	32	33	35	36	38	39	40	42	43	44	46	47	48	50	51	52	54?	55	57
	83.06																																				

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts																																					
Shoulder	21.18	5¼	5½	6¼	6½	8	9	10½	11¼	12½	13¼	14¼	15¼	16¼	17½	18¼	19½	20¼	22½	23¾	24¾	25¼	26¼	27½	28¾	29½	30½	31½	32½	33½	34½	35½	36½	37½	38½	39½	40½
New York neck	41.17	5½	7	8	9	10½	11½	12½	13½	15	16	17½	18½	19½	20¾	21¾	23	24	25¾	26¾	27¾	28¾	29¾	30¾	31½	33	34	35¼	36¼	37¾	38¾	40	41	42	43	44¼	45½
Plate	22.36	4	4¼	5¼	6¼	7¼	7½	8½	9¼	10¾	11¼	12¼	13¼	14¼	15¼	16½	17¾	18¾	19¾	20¾	21½	22¼	23¾	24½	25½	26½	27½	28½	29¾	30¾	31¾	32¾	33¾	34¾	35¾	36¾	37¾
Brisket	15.29	4¼	5½	6¼	7¼	8¼	9¼	10¼	11¼	12¼	13¼	14¼	15	16	17	18	19¾	20¼	21¼	22¼	23¼	24¼	25¼	26¼	27¼	28¼	29¼	30¼	31	32	33	33¾	34¾	35½	36¾	37¾	38½
Plate & brisket	37.65*	4½	5	6¼	7	8	8½	9¼	10½	11¼	12¼	13¼	14¼	15¼	16¼	17¾	18½	19¾	20¾	21¾	22½	23¾	24¼	25¾	26½	27½	28½	29¾	30¾	31½	32¾	33¾	34¾	35½	36¾	37½	38½
Chuck & plate per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.
1/ Chuck and plate includes New York neck, shoulder, plate, and brisket.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. CHOICE GRADE CHICAGO STYLE OF CUTTING

1. Determine the average wholesale carcass cost per 100 pounds of Choice Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:—

   (a) Wholesale carcass cost $15.00 per 100 pounds.
   (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass equals 75% of sales receipts.

   $$100\% - 25 = 75\%$$

   $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

   (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $15.00 ∤ $5.00 = $20.00.

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

   Under the column where the expected sales receipts are $20.00, porterhouse steak is indicated to retail at 45¢ per pound, but if the general market is 42¢, then a reduction of 3¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts meat be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 3¢ in this case.

   $$6.40 \text{ X } 3¢ = 19.2¢$$

   Assuming that plate can be increased in price the figure 19.2¢ is divided by 7.00 which represents the percentage of plate in the carcass.

   $$19.2 \text{ X } 7.00 = 2.74¢$$

   In other words, the retail price of plate can be increased about 2 3/4¢ per pound. By reducing the price of porterhouse steak from 45¢ to 42¢ and increasing the price of plate from 10¢ to 12 3/4¢, the total sales receipts will be about the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:—

   When porterhouse steak is sold at 45¢, sirloin at 34¢, and ground meat at 18¢, the same amount of money would be received if the loin containing kidney and suet was sold at 26 1/2¢ per pound, or the loin excluding kidney and suet was sold at 32 3/4¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 28¢, then 32 3/4¢ - 28¢ = 4 3/4¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $15.00 per 100 pounds, locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cut in the carcass by the actual wholesale cut in the carcass. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:—

Loin (less kidney and suet)	17.50 X 28¢ =	$4.90
Round	22.00 X 17 =	3.74
Rib	10.00 X 20 =	2.00
Chuck and shank	27.00 X 14 =	3.78
Plate and brisket	15.00 X 8 =	1.20
Flank	4.50 X 6 =	.27
		$15.89

8. Assuming the carcass cost $15.00 and that the general retail cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

   The wholesale cost of the cuts at these above prices are equivalent to $15.89 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 - $15.89 = $4.11, or the gross margin on the wholesale cut basis is $ .89 less than when the straight carcass is used.

STEER CARCASS – U. S. CHOICE GRADE

RETAIL MEAT PRICING CHART

CHICAGO STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.40	11	14	16	18	20	23	25	27	29	31	34	36	38	40	43	45	47	50	52	54	56	58	61	63	65	68	70	72	74	77	79	81	83	86	88	90
Sirloin steak	7.85	9	10	12	14	15	17	18	20	22	24	26	26	29	31	32	34	36	37	39	41	43	48	46	48	49	51	52	54	56	58	60	61	63	65	66	68
Round steak	11.00	7	10	10	12	14	15	16	18	20	21	24	24	26	27	28	30	32	33	34	36	37	39	40	41	44	45	46	48	50	51	52	54	56	57	58	59
Heel of round	2.55	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	38	40	41	42	43	44
Flank steak	.68	6	8	9	10	11	11	14	15	16	18	19	20	21	22	24	25	26	28	29	30	31	32	34	35	36	38	39	40	41	42	44	45	46	48	49	50
Boneless rump	2.80	7	9	11	12	13	15	17	18	20	21	23	24	25	27	29	30	31	33	35	36	37	39	40	42	43	45	47	48	49	51	53	54	55	57	59	60
Rib roast –1st 5 R.	5.90	6	9	11	12	13	15	17	18	19	21	23	24	25	27	29	30	31	33	35	36	37	39	41	42	43	45	47	48	49	51	53	54	55	57	59	60
Blade roast –2 ribs	3.40	6	8	8	9	10	10	11	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44
Chuck round bone	5.00	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Chuck	10.25	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Plate	7.00	3	3	4	4	5	5	6	6	6	7	8	8	9	9	10	10	10	11	11	12	12	13	13	14	15	15	16	16	17	17	18	18	19	19	20	20
Brisket–bone in	5.25	4	3	4	6	7	7	8	9	10	11	11	12	13	14	14	15	16	16	17	18	19	20	20	21	22	22	23	24	25	25	26	27	28	29	29	30
Ground meat	4.17	5	5	5	6	7	7	8	10	11	12	13	13	13	16	17	15	19	22	22	22	23	23	24	25	26	27	28	28	30	31	32	32	33	34	35	36
Boneless stew and kidney	8.35	5	7	7	8	10	11	12	13	14	15	16	17	18	19	20	22	23	24	25	26	27	28	29	30	31	32	33	35	35	36	36	39	39	40	42	44

80.60

Wholesale cuts — Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts		$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Hindquarter – 1 R.	48.00*	5¼	7¼	8¼	9½	10⅜	11½	12½	14	15½	16½	17½	18½	20	21	22½	23½	24½	25¾	26¾	28	29½	30½	31¾	32¾	34	35½	36½	37½	38½	40	41	42	43¾	44¾	45¾	46½
Loin with K & S	21.50	6¼	8	9½	10½	11½	13½	14½	15½	17½	18½	20½	21½	22½	24	25¾	26⅛	28	29¾	30½	32	33½	34½	36	37½	38½	40	41¾	42½	43¾	45½	46½	47¾	49	50½	51¾	53
Loin less K & S	17.50*	8¼	10	11½	13½	14½	16½	17½	19½	21	22½	24¼	26	27½	29½	31	32½	34½	36	37½	39½	41	42	44½	46	47	49½	50½	52	53½	55½	57½	58½	60½	62½	63½	65½
Round	22.00	5½	7	8	9½	10½	11½	12½	14	15½	16½	17½	18½	20	20½	21½	23½	24½	25¾	26¾	27½	28¾	30½	31	32½	33½	34½	35½	37	38½	39½	40½	41½	43	44	45	46
Flank	4.50	2¼	3	3	4½	4½	4½	5½	5⅜	6	6½	7	8½	7½	8½	9	9½	9½	10½	11	11½	11½	12	12½	13½	13½	14	14½	15½	15½	16½	16½	17	17½	18½	18½	19
Rib – 7 ribs	10.00	6¼	7½	9¼	10½	11	12½	14½	15	16	17½	19	20½	21½	22½	24½	25½	26½	27½	29½	30	31½	32½	34½	35½	36½	37½	39½	40½	41½	42½	44½	45½	46½	48	49½	50½
Chuck & shank	27.00	4¼	5¼	5¾	6½	7½	8½	9½	10	11	11¾	12½	13½	14½	15	15¾	16½	17½	18½	19½	20½	21	21½	22½	23½	24½	25	25¾	26¾	27½	28½	29	30½	30½	31½	32½	33½
Plate & brisket	15.00	3¼	3½	4½	4½	5½	5½	6½	7	7½	8½	8½	9½	9½	10¾	11½	11½	12½	12½	13½	14½	14½	15½	15½	16½	17½	17½	18½	18½	19½	19½	20½	21	22	22½	23	23½
Forequarter– 12 R.	52.00*	4½	5	6	6½	7½	8½	9½	10½	11	12	12½	12½	14½	15½	16	17	17½	18½	19½	20½	21	22	22½	23½	24½	25½	26½	27	27½	28½	29½	30½	31½	32	33	34
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

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DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. GOOD GRADE CHICAGO STYLE OF CUTTING

1. Determine the average wholesale carcass cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

   (a) Wholesale carcass cost $16.00 per 100 pounds.
   (b) Desired gross margin in percent of sales is 33 1/3%. Therefore, the wholesale cost of the carcass equals 66 2/3% of sales receipts.

$$100\% - 33 \ 1/3 = 66 \ 2/3\%$$
$$\$16.00 \div 66 \ 2/3 = \$24.00, \text{ the anticipated retail sales return}$$
of all the cuts in 100 pounds of carcass.

   (c) If the desired mark-up per pound is 8¢ or $8.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $16.00 + $8.00 = $24.00.

3. Locate the column on the chart headed $24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $24.00. Since the carcass cost $16.00 per 100 pounds then the gross margin is $8.00 or 33 13/% of the sales or a mark-up differential of 8¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $24.00, porterhouse steak is indicated to retail at 49¢ per pound, but the general market is 47¢, then a reduction of 2¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 2¢ in this case.

Assuming that chuck steak can be increased in price the figure 13.5¢ is divided by 10.50 which represents the percentage of chuck steak in the carcass

$$\frac{6.75 \times 2\phi = 13.5\phi}{13.5 \div 10.50 = 1.28\phi}$$

In other words, the retail price of chuck steak can be increased about 1 1/4¢ per pound. By reducing the price of porterhouse steak from 49¢ to 47¢ and increasing the price of chuck steak from 23¢ to 24 1/4¢, the total sales receipts will be about the same, namely, $24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

Then porterhouse steak is sold at 49¢, sirloin at 40¢, and ground meat at 20¢, the same amount of money would be received if the loin containing kidney and suet was sold at 32 3/4¢ per pound, or the loin excluding kidney and suet was sold at 39 1/2¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 35¢, then 39 1/2¢ - 35¢ = 4 1/2¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $16.00 per 100 pounds locate the column headed $16.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentages of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:-

Loin (less kidney and suet)	17.0 X 32 = 5.44
Round	24.0 X 17 = 4.08
Rib	9.5 X 23 = 2.19
Chuck	28.5 X 19 = 5.42
Plate and brisket	14.0 X 8 = 1.12
Flank	4.0 X 8 = .32
	$16.57

The wholesale cost of the cuts at the above prices are equivalent to $18.57 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $16.00 carcass, plus an $8.00 mark-up, then the gross margin on these wholesale cut replacements would be $24.00 - $18.57 = $5.43, or the gross margin on the wholesale cut basis is $2.57 less than when the straight carcass is used.

8. Assuming the carcass cost $16.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $16.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $16.00. Then if an $8.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS – U. S. GOOD GRADE

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail beef cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Trimmed retail cuts	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Name of cut																																					
Porterhouse steak	6.75	10	12	14	16	18	21	23	25	27	29	31	33	35	37	39	41	43	45	47	49	51	53	55	57	59	61	64	66	68	70	72	74	76	78	80	82
Sirloin steak	8.00	8	10	12	13	15	17	19	20	22	23	25	27	29	30	32	34	37	37	39	40	42	43	45	47	49	50	52	54	55	57	59	60	62	64	66	67
Round steak	12.50	7	9	10	12	13	15	16	18	19	21	22	24	25	27	28	30	31	33	34	36	37	38	40	41	43	44	46	47	49	50	52	53	55	56	58	59
Heel of round	3.00	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	27	28	30	31	32	33	34	35	36	37	38	39	41	42	43	44
Flank steak	.65	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Boneless rump	3.00	7	8	9	10	11	13	14	16	17	18	20	22	23	24	26	27	29	30	31	33	35	36	38	38	40	42	43	44	45	46	48	49	50	52	53	54
Rib – 1st 5 Ribs	5.75	7	8	10	11	12	14	15	17	18	20	21	22	24	25	27	28	30	31	32	34	35	36	38	39	41	43	44	45	47	48	49	51	52	54	55	56
Blade roast–2 ribs	3.25	6	7	8	9	11	12	13	14	15	16	18	19	20	21	22	23	24	25	27	28	29	31	32	33	34	35	36	37	39	40	41	42	43	44	46	47
Chuck–round bone	5.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20	20	22	23	24	25	26	27	28	29	30	32	32	33	34	35	36	37	38	39	40	41
Chuck	10.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	18	20	21	22	23	25	26	27	28	29	30	30	32	33	34	35	36	37	38	39	40	41
Plate	7.00	3	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36
Brisket–bone in	5.00	3	4	5	6	7	7	8	9	10	11	12	13	14	15	16	16	17	18	19	20	21	22	23	24	25	26	27	27	28	29	29	30	31	32	33	34
Ground meat	3.85	4	5	6	7	8	8	9	10	11	12	13	13	15	15	16	16	18	19	19	20	21	22	23	24	20	25	26	27	28	29	29	30	31	32	33	34
Boneless stew and kidney	8.40	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
	82.75																																				

Wholesale cuts — Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Hindquarter – 1 R.	48.00*	5¾	7¼	8¼	9½	10¼	11¾	12½	13½	14½	15½	16¾	18	19½	20¾	21¾	22¾	24¼	25¼	26¼	27½	28¾	30	31¼	32½	33⅜	34½	35⅝	37½	38⅝	39⅝	40⅝	41½	43⅛	44⅜	45⅝	47	48
Loin with K & S	20.50	6¼	8	9	10¼	11⅜	12¾	14	15½	16½	18	19⅓	20¾	22	23¾	24¾	26¼	27¾	30¼	31½	32½	34½	35⅜	37	38½	39¾	41	42¾	44½	45¾	46½	48¼	49¾	51	52½	53⅞	55
Loin less K & S	17.00*	8	9½	11½	13	14¾	16¾	18¾	20	21½	23	25	26½	28½	29¾	31¼	33¼	34½	36¾	38¼	39¾	41½	42¾	44¾	46¼	48	49¾	51¼	53¼	54½	56¼	58¼	59¾	61¼	63¼	65	66¼
Round	24.00	5¼	7	7¾	9½	10	11¼	12½	13½	14¼	16	17	18¼	19¼	20⅓	21½	23	24	25⅜	26⅜	27½	28¾	29⅜	31	31¼	33	34	35½	36⅜	37⅜	38⅜	40	41	42⅜	43½	44¼	45½
Flank	3.50	2⅝	3¾	4½	4⅜	5⅝	6	6¾	7¾	7¾	8⅜	9¼	9½	9¾	10½	11½	12	12½	13½	13½	14½	14½	15⅜	16	16⅜	17½	17½	18½	18½	19¼	20¼	20⅛	21⅜	22	22⅓	23⅜	23⅓
Rib – 7 ribs	9.50	6½	7½	8¾	9½	11	11½	12½	14	15	16¼	17½	18½	19½	21⅜	22½	24	24¼	26	27⅝	28⅜	30¼	31¼	33¼	34	35	36	37⅝	38⅛	40	41½	43	44¾	46½	47¾	49	50
Chuck & shank	28.50	4	4¾	5½	6¾	7	7¾	8⅝	9	10	10¾	11½	12⅛	13	14⅝	14¾	15⅜	16⅛	17	18	20¼	19½	20¾	20¾	22	22⅝	24	24	24¼	25⅛	26⅜	27	27⅓	28½	29⅜	30¼	31
Plate & brisket	14.00	3¼	3½	4½	4½	5¾	5⅝	6½	7⅜	7½	8½	8½	9	10	11	11	12	13	13	14	14½	15	15½	16	16½	17	18	18½	19	19¾	20¾	20¾	21¾	22	23	23	24
Forequarter–12 R.	52.00*	4½	4⅜	5¾	6⅝	6⅜	7⅜	8	9⅜	10⅝	11¼	12¼	12⅛	13½	14¾	15⅝	16⅜	17⅜	18⅛	18⅞	19½	20¾	21⅛	22	23	24¼	24⅓	25	26	26⅛	27½	28⅝	29⅛	30	31⅛	31⅜	32⅜
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. MEDIUM GRADE CHICAGO STYLE OF CUTTING

1. Determine the average wholesale carcass cost per 100 pounds of Medium Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

    (a) Wholesale carcass cost $14.00 per 100 pounds.
    (b) If the desired gross margin in percent of sales is 30% then the wholesale cost of the carcass equals 70% of the sales receipts.

        $100\% - 30 = 70\%$

        $14.00 \div 70 = \$20.00$, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

    (c) If the desired mark-up per pound is 6¢ or $6.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $14.00 + $6.00 = $20.00

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $14.00 per 100 pounds then the gross margin is $6.00 or 30% of the sales or a mark-up differential of 6¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $20.00, porterhouse steak is indicated to retail at 40¢ per pound, but if the general market is 37¢, then a reduction of 3¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage the porterhouse steak is multiplied by the reduction, which is 3¢ in this case.

Assuming that chuck steak can be increased in price the figure 21.3¢ is divided by 10.94 which represents the percentage of chuck steak in the carcass.

    $7.10 \times 3¢ = 21.30¢$

    $21.3 \div 10.94 = 1.95¢$

In other words, the retail price of chuck steak can be increased about 2¢ per pound. By reducing the price of porterhouse steak from 40¢ to 37¢ and increasing the price of chuck steak from 19¢ to 21¢; the total sales receipts will be about the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold a 10¢ and sirloin at 36¢ and ground meat at 16¢, the same amount of money would be received if the loin containing kidney and suet was sold at 31 1/2¢ per pound or be loin excluding kidney and suet was sold at 36¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 30¢, then 36¢ - 30¢ = the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $14.00 per 100 pounds locate the column headed $14.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:-

    Loin (less kidney and suet) $17.0 \times 28 = 4.76$
    Round $25.5 \times 17 = 4.34$
    Rib $9.0 \times 20 = 1.80$
    Chuck and shank $30.0 \times 12 = 3.60$
    Plate and brisket $13.0 \times 8 = 1.04$
    Flank $3.0 \times 8 = \underline{.24}$
                                     $15.78

The wholesale cost of the cuts at the above prices are equivalent to $15.78 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $14.00 carcass, plus a $6.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 - $15.78 = $4.22, or the gross margin on the wholesale cut basis is $1.78 less than when the straight carcass is used.

8. Assuming the carcass cost $14.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $14.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $14.00. If a $6.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS – U. S. MEDIUM GRADE

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts | Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired margin

Name of cut	% of carcass	$ 5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	7.10	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	56	58	60	62	64	66	68	70	72	74	76	78	80
Sirloin steak	8.40	9	11	13	14	16	18	20	22	23	25	27	29	31	32	34	36	38	40	41	43	45	47	49	50	52	54	56	58	61	63	65	67	68	70	72	74
Round steak	13.20	7	8	9	11	12	13	14	16	17	18	20	21	22	24	26	27	28	30	31	32	34	35	36	38	39	41	42	44	45	46	47	49	49	51	52	54
Heel of round	3.60	5	6	8	8	9	10	11	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	33	34	35	36	37	38	39	40	41	42
Flank steak	.60	6	6	9	10	12	13	14	14	16	18	19	20	21	23	24	25	26	28	29	30	31	32	34	35	36	38	37	40	41	42	44	45	46	48	49	50
Boneless rump	3.40	6	7	8	9	11	12	13	14	16	17	18	20	20	22	23	24	25	26	27	30	30	31	33	34	35	36	37	38	39	41	42	43	44	46	47	48
Rib roast 1st 5 R.	5.50	6	7	8	9	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	33	34	35	36	37	38	39	41	42	43	44	46	47	48
Blade roast-2 ribs	3.10	5	6	7	8	9	10	11	13	12	13	14	15	16	17	18	19	20	21	24	23	24	25	26	27	28	29	30	31	32	33	34	35	36	36	37	38
Chuck round bone	5.25	5	6	7	8	9	10	11	13	14	14	15	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	40	41	42
Chuck	10.94	5	6	7	8	9	10	11	12	13	14	15	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	36	37	38
Plate	6.90	2	3	4	5	6	6	7	7	8	8	9	9	10	11	11	12	13	13	14	14	15	16	16	17	17	18	19	19	20	20	21	21	22	23	23	24
Brisket-bone in	4.65	3	3	4	5	6	6	7	7	8	8	9	9	10	11	11	12	13	13	14	15	15	15	16	16	17	18	18	19	20	20	21	22	22	23	23	24
Ground meat	3.75	4	5	6	6	7	8	9	10	11	11	12	13	14	15	16	16	17	18	19	20	21	22	22	23	24	25	25	26	27	28	29	30	30	31	32	33
Boneless stew and kidney	9.25	5	6	7	8	9	10	11	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	36	37	38
	85.64																																				

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts	% of carcass	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Hindquarter –1 R.	48.00*	6¾	7¾	8¾	10	11¼	12½	13½	15	16	17½	18½	20	21¼	22½	23¾	25	26¼	27½	28¾	29¾	31¼	32½	33¾	35	36	37½	38½	39¾	41	42½	43½	44¾	46	47½	48½	50
Loin with K & S	19.50	7¾	9	11¼	12¼	14	15½	17½	19	20½	22	23½	25½	27	28½	30	31½	33½	34½	36	37½	39½	41	42½	44	45½	47½	49	50½	52	53½	55½	57	58½	59½	61½	63
Loin less K & S	17.00*	9	11	13	14½	16½	18	20	22	23½	25¼	27	29	31	32¼	34¼	36	38	40	41¼	43¼	45½	47	49	50½	52½	54½	56¼	58	59½	61½	63¼	65¼	67	68½	70½	72½
Round	25.50	5¾	6¾	7¾	8¾	9½	10¼	11	12½	13¼	14¾	15½	16½	17	18¾	20	21	21½	23	24	25	26¼	27	28	29¾	30½	31	32	33	34½	35½	36	36½	38½	39½	41	41½
Flank	3.00	4½	5½	6½	7	8	8½	9½	10	10½	11½	12½	13½	14½	15¼	16¼	17	17½	18½	19½	20½	21½	22	23	24	24½	26	26½	27	28	29	30	31	31½	33½	33	34
Rib – 7 ribs	9.00	5½	6½	7½	8½	9¼	10½	11¼	12½	13¾	14	15	16¼	17½	18½	20¼	20½	22¼	23	24¼	25¼	26¼	27½	29	30	30½	31	32	33	35	36½	37½	38½	39½	40½	41½	42½
Chuck & shank	30.00	4	4¼	6¼	7	7½	8½	9½	10½	10½	11	11¼	12¼	13	13½	14¼	15¼	16	16½	17½	18	19½	20	20¼	21¼	22	23	23¼	24¼	25¼	26¼	27½	28	28½	29	29½	30½
Plate & brisket	13.00	2½	3½	4½	5	5½	6½	7½	7½	8½	9½	9½	9¼	10¼	10½	10½	11¼	12¼	12½	13½	14¼	14½	15½	15½	16½	16¼	17½	17½	18¼	18½	19½	20½	21	21½	22½	22½	23½
Forequarter –12R.	52.00*	3½	4½	5½	6½	7	8	8½	9½	10¼	10½	11½	12¼	13	14	14½	15½	16¼	16½	17½	18½	19½	21	21½	22½	22½	23½	24	24½	25¼	26¼	27½	28	28½	29½	30	30½
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

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DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

LAMB CARCASS - U. S. CHOICE GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Choice Grade lamb carcass, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
   (a) Wholesale carcass cost $15.00 per 100 pounds
   (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass will equal 75% of sales receipts.
       100% - 25 = 75%
       $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.
   (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $15.00 ÷ $5.00 = $20.00.

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $20.00, leg of lamb is indicated to retail at 22¢ per pound, but if the general market is 20¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.

32.75 X 2¢ = 65.5¢

Assuming that loin chops can be increased in price the figure 65.5¢ is divided by 11.50 which represents the percentage of loin chops in the carcass.

65.5¢ ÷ 11.50 = 5.7¢

In other words, the retail price of loin chops can be increased 5.7¢ per pound. By reducing the price of the leg from 22¢ to 20¢ and increasing the price of loin chops from 35¢ to 41¢, the total sales receipts will be about the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When square chuck, neck on, is sold at 16¢ and stew at 8¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 14¢ per pound. If the replacement value of a short forequarter is 9¢, then 14¢ - 9¢ = 5¢, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $15.00 per 100 pounds locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example: -
   Loin (with kidney and suet) 17.25 X 20 = $ 3.45
   Leg   32.75 X 17 =   5.57
   Ribs or rack   12.25 X 23 =   2.82
   Rattle   37.75 X 10 =   3.78
                                              $15.62

8. The wholesale cost of the cuts at the above prices are equivalent to $15.62 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 - $15.62 = $4.38, or the gross margin on the wholesale cut basis is 62¢ less than when the straight carcass is used.

Assuming the carcass cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS- U. S. CHOICE GRADE
Medium weight

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail lamb cuts

Trimmed retail cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin chop less flank K & S	11.50	9	11	12	15	17	18	20	22	23	25	27	29	31	32	34	35	38	40	42	43	45	47	49	50	52	55	56	58	59	61	63	65	67	68	70	72
Rib chop-8 rib cut	12.25	8	10	11	12	14	15	17	19	20	21	23	24	26	27	28	30	32	33	35	36	37	39	41	42	44	45	46	48	49	51	52	54	56	57	58	60
Legs - long cut	32.75	6	7	8	9	10	11	12	13	14	16	17	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44
Square chuck-neck on-4 ribs	23.75	3	4	5	6	6	8	8	9	10	10	11	12	13	14	15	16	16	17	18	19	19	20	20	22	22	23	24	25	26	27	27	27	28	29	30	30
Stew 1/	16.00	2	2	3	3	4	4	5	5	6	6	6	6	6	7	8	8	9	9	9	10	10	10	11	11	12	12	13	13	14	14	14	15	15	16	17	18
	96.25																																				

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin with flank K & S	17.25	6½	7½	8½	10½	11½	12½	12½	14	15½	16	17½	18½	20	21½	22½	23½	24½	26½	27½	29	29½	31¼	32½	34	34½	36	38	38½	40½	41	42¼	43½	45	46½	47½	48½	50
Rack - 8 rib cut	12.25	8	10	11	12	14	15	17	19	20	21	23	24	26	27	28	30	32	33	35	36	37	39	41	42	44	45	46	48	49	51	52	54	56	57	58	60
Legs - long cut	32.75	6	7	8	9	10	11	12	13	14	16	17	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44
Rattle- forequarter less rack	37.75	2½	3½	4½	4½	5½	6⅜	6⅜	7½	8½	9	9½	10⅜	11⅜	12½	12½	13	13⅜	14⅜	15⅜	15¾	16⅜	16½	18	18¼	18½	19	20	20½	21⅛	22½	22⅞	23⅜	24¼	24½	25	25½
Hindsaddle -1 rib	50.00*	6	7½	8	9½	10½	11½	12½	13½	14½	16½	17½	18¾	19¾	20¾	22	22½	24	25½	26½	27½	29	30½	31½	32½	33½	34½	35½	36½	37½	38½	40½	41½	42½	43½	45	46
Foresaddle -12 ribs	50.00*	4	4½	6	7½	8½	9½	10½	11½	12¾	13¾	14½	15¾	16½	17¾	18	18¾	19¾	20¾	21	21¾	22¾	24¾	25¾	26¾	27½	28¼	29½	30¾	31½	32¾	33	34				
Long hindsaddle 9 ribs	68.50*	6	7½	8½	9½	10½	11½	12½	14	14½	16¼	17½	18⅜	19¾	20¾	21½	22½	24½	25½	26½	27½	28¾	30	31¼	32	33½	34½	35½	36½	37½	38½	40½	41¼	42¾	43¾	44¾	46
Short forequarter 4 ribs **	31.50*	2¾	3½	3½	4½	5½	7	7½	8	9	9	9	10½	11½	12¼	13¼	14	14½	15	16	17	17	18	19½	20½	21¼	22	23	23¾	24	24½	25¾	26¾	27			
Back-loin and bracelet	35.75*	6	7½	9½	11¼	11⅞	14¾	15¾	16⅝	18	19	20¼	21¼	22½	23¾	25¼	26⅛	27⅞	28¾	29⅝	30⅜	31¼	32¼	33	34¼	35⅜	36¼	38	39	40½	41¼	43	44¼	45	46¼	47¾	
Bracelet -rack and breast	18.50*	6	7½	8¼	9	10½	11¼	12¼	14¼	15¼	16	17¼	18	19¾	20¾	21½	22	24¼	24¾	26	28	29¼	30½	31¼	32¼	33⅜	34½	35⅜	37¼	38¼	39½	40½	42¼	43¼	44	45⅝	
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

1/ Stew includes breasts, briskets, shanks and flanks.

* Not included in total.

** Short forequarter includes square chuck neck on, shanks and briskets.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

LAMB CARCASS - U. S. GOOD GRADE STANDARD STYLE OF CUTTING

1. Determine average, wholesale carcass cost per 100 pounds of Good Grade Lamb carcass, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

    (a) Wholesale carcass cost is $15.00 per 100 pounds.

    (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass will equal 75% of sales receipts.

        100% - 25% = 75%

      $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

    (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return; $15.00 ≠ $5.00 = $20.00

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are $20.00, leg of lamb is indicated to retail at 22¢ per pound, but if the general market is 20¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.

      33.75 X 2¢ = 67.50¢

Assuming that loin chops can be increased in price, the figure 67.5¢ is divided by 11.25 which represents the percentage of loin chops in the carcass.

      67.5¢ ÷ 11.25 = 6¢

In other words, the retail price of loin chops must be increased 6¢ per pound. By reducing the price of the leg from 22¢ to 20¢ and increasing the price of loin chops from 34¢ to 40¢, the total sales receipts will be the same, namely $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:

When square chuck, neck on, is sold at 18¢ and stew at 7¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 15 1/4¢ per pound. If the replacement value of a short forequarter is 11¢, then 15 1/4¢ - 11¢ = 4 1/4¢, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass cost $15.00 per 100 pounds locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:

    Loin (with kidney and suet) 16.25 X 20 = $3.25
    Leg 33.75 X 17 = 5.74
    Ribs and rack 11.25 X 23 = 2.59
    Battle 38.75 X 10 = 3.88
                   $15.46

The wholesale cost of the cuts at the above prices are equivalent to $15.46 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 - $15.46 = $4.54, or the gross margin on the wholesale cut basis is 46¢ less than when the straight carcass is used.

8. Assuming the carcass cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS - U. S. GOOD GRADE
Medium weight

STANDARD STYLE OF CUTTING
Directions on opposite page

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail lamb cuts

Trimmed retail cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																		
		$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin chop less flank K & s	11.25	9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	38	39	41	43	44	46	48	49	51	53	54	56	58	60	61	63	65	66	68
Rib chops - 8 rib	11.25	7	8	9	11	12	14	15	17	18	20	21	22	24	25	27	28	29	30	32	33	35	36	38	38	40	42	43	45	46	48	49	50	52	53	55	56
Legs, long cut	33.75	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	27	29	30	31	32	33	34	35	36	37	38	40	41	42	43	44
Square chuck - neck on-4 ribs	25.25	4	5	6	7	8	9	10	11	12	13	14	14	15	16	17	18	19	20	21	22	23	23	24	25	26	27	28	29	30	31	32	32	33	34	35	36
Stew (1)	15.00	1	2	3	3	4	4	4	5	5	5	5	6	6	6	7	7	8	8	9	9	9	9	9	10	11	11	11	12	12	12	12	13	13	13	14	14
	96.50																																				

Wholesale cuts — Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of carcass	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin with flank K & S	16.25	6¼	7¼	8½	10	10¾	12	13½	14¼	15¼	17	18¼	19¾	20¾	22	22¾	24¼	25¾	27	27¾	29¾	30¾	31¾	32¾	34¾	35	36¼	37½	38¾	40	41¼	42¾	43¾	44¾	46¼	47	48¾
Rack - 8 rib cut	11.25	7	8	9	11	12	14	15	17	18	20	21	22	24	25	27	28	29	30	32	33	35	36	38	38	40	42	43	45	46	48	49	50	52	53	55	56
Legs - long cut	33.75	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	27	29	30	31	32	33	34	35	36	37	38	40	41	42	43	44
Battle - forequarter less rack	38.75	3	4	5	6½	6½	7½	8	9	9½	10½	11	11¼	12	12½	13½	14	15	15½	16½	17½	18	18½	18½	19½	20½	21½	22	23	23¾	24¾	25	25½	26	26¾	27½	28½
Hindsaddle - 1 rib	50.00*	6	7	8	9½	10½	11½	12½	13½	14½	15¾	16¾	18	19	20¼	21¼	22½	23¾	25	26	27	28	29½	31	32	33	34	35½	36	37½	38½	39½	41	42½	43¾	44½	45½
Foresaddle -12 ribs	50.00*	4	5	6	7½	7½	8½	9½	10½	11½	12½	13½	13¾	14½	15½	16½	17½	18½	19	20	21	22	23	23	24	25	26	26¾	28	28½	29½	30½	31	31½	32½	33½	34½
Long hindsaddle 9 ribs	66.50*	5½	6¾	8	9	10	11¼	12¼	13¼	14½	15½	16¾	18	19¼	20½	21½	22½	23¾	24¾	25½	26¾	27¾	29½	30½	31½	32½	33½	34½	35½	36½	38	39	40½	41½	42¾	43¾	44¾
Short forequarter 4 ribs **	33.50*	3½	4½	5½	6	7	7½	8½	9½	10½	11	11½	12	12½	13½	14½	15½	16½	17	18	18½	19½	20½	20½	21½	22½	23	23½	24½	25½	26½	27½	27½	28	28½	29½	30½
Rack - loin and bracelet	32.75*	5½	6¾	7½	9½	10½	11½	12½	13½	14½	16½	17½	18	19½	20½	21¾	23¾	24	25	26¾	27¾	28¾	29½	30½	31¾	32½	34½	35½	36½	37½	39	40	40½	42½	43¾	44½	45½
Bracelet - rack and breast	16.50*	5	6¼	7	8¼	9½	10½	11½	12	13½	15½	15¼	16	18¼	19	20½	21½	22½	23	24½	25½	26½	27½	28½	29½	30½	32½	32¾	34¾	35½	36½	37½	38½	39½	40½	42	42½
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

(1) Stew includes breasts, briskets, shanks and flanks.
* Not included in total.
** Short forequarter includes square chuck neck on, shanks and briskets.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

LAMB CARCASS - U. S. MEDIUM GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Medium Grade Lamb carcass, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
   (a) Wholesale carcass cost is $15.00 per 100 pounds.
   (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass equals 75% of sales receipts.
   $$100\% - 25 = 75\%$$
   $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.
   (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return; $15.00 ∤ $5.00 = $20.00

3. **Locate** the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds then the gross margin is $5.00, or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

   Under the column where the expected sales receipts are $20.00, leg of lamb is indicated to retail at 24¢ per pound, but if the general market is 22¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.
   $$34.50 \times 2¢ = 69¢$$
   Assuming that loin chops can be increased in price, the figure 69¢ is divided by 10.50 which represents the percent of loin chops in the carcass.
   $$69¢ ÷ 10.50 = 6.6¢$$
   In other words, the retail price of loin chops must be increased 6.6¢ per pound. By reducing the price of the leg from 24¢ to 22¢ and increasing the price of loin chops from 34¢ to 41¢, the total sales receipts will be about the same, namely $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

   When square chuck, neck on, is sold at 16¢ and stew at 6¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 13¼¢ per pound. If the replacement value of a short forequarter is 9¢, then 13 1/2¢ - 9¢ = 4 1/2¢, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $15.00 per 100 pounds locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices.
   Example: Loin (with kidney and suet) 14.50 X 20 = 2.90
             Leg   34.50 X 18 = 6.21
             Ribs and rack   10.25 X 20 = 2.05
             Rattle   40.75 X 10 = 4.08
                                                        $15.24

   The wholesale cost of the cuts at the above prices are equivalent to $15.24 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00-$15.24 = $4.76, or the gross margin on the wholesale cut basis is 24¢ less than when the straight carcass is used.

8. Assuming the carcass cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS – U. S. MEDIUM GRADE
Medium weight

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail lamb cuts

Trimmed retail cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Name of cut	% of carcass	5.00 $	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin chop less flank K & S	10.50	9	10	12	14	15	17	19	20	22	24	25	27	29	30	32	34	36	38	39	41	42	44	46	48	50	52	53	55	57	58	61	62	64	65	66	68
Rib chops –8 ribs	10.25	7	8	10	11	12	14	16	17	18	20	21	23	24	25	27	28	30	31	32	34	35	37	38	38	40	42	44	45	46	48	49	50	52	54	55	57
Legs– long cut	34.50	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	39	41	42	43	44	46	47	48
Square chuck – neck on 4 ribs	27.25	4	5	6	8	9	10	11	10	10	11	12	13	14	14	15	16	17	18	18	19	20	21	22	22	23	24	25	26	27	27	28	29	30	30	31	32
Stew 1/	14.75	1	2	2	2	3	3	3	4	4	4	5	5	5	6	6	6	7	7	7	7	8	8	8	9	9	9	9	10	10	10	10	11	11	11	12	12
	97.25																																				

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of carcass	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin with flank K & S	14.50	6¼	7½	8¾	10¼	11¼	12¼	14	14¾	16¾	17¾	18½	20	21¼	22½	23½	25¼	26¼	28¼	29	30¼	31	32¼	34	35¼	37	38½	39½	40¾	42	42¾	45	45¾	47½	48	48¾	50¼
Rack– 8 rib cut	10.25	7	8	10	11	12	14	16	17	18	20	21	23	24	25	27	28	30	31	32	34	35	37	38	38	40	42	44	45	46	48	49	50	52	54	55	57
Legs –long cut	34.50	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	39	41	42	43	44	46	47	48
Rattle –forequarter less rack	40.75	3	4	4½	5½	6½	6½	7	8	8	8½	9½	10½	11	11½	12	13½	13½	14½	14½	15	16	16¾	17½	17½	18½	19	19¾	20½	21½	21½	22	23	23¾	23¾	24¾	25¾
Hindsaddle –1 rib	49.00*	6¼	7½	8¾	10	11	12½	13¾	14½	16¼	17½	18¾	19½	20½	22	23½	24½	25¾	26¾	28¼	29½	30¾	31½	32¾	34¾	35½	36½	37½	38½	40	41½	42½	43¾	45	46½	47½	48½
Foresaddle –12 ribs	51.00*	3¾	4½	5½	6	7	8	8½	9½	10	11	12	13	13¾	14½	15	15¾	16¾	17¾	18	18½	19½	20½	21¾	21¾	22¾	23½	24½	25¾	26¾	26½	27¾	28½	29¾	29¾	30½	31½
Long hindsaddle 9 ribs	63.50*	6	7	8½	9½	10½	12	13	14	15½	16½	17½	19	20	21¼	22½	23¾	25	26	27½	28¾	29¾	30½	32	33¼	34½	35¼	36½	37½	39	40½	41½	42¾	43¾	45½	46½	47½
Short forequarter 4 ribs **	36.50*	3¾	4½	5	5	6	6¾	7½	8½	8½	9	9½	10½	11½	12	12½	13¾	14½	15¾	15¾	16¾	17	17½	18½	18½	19½	20¾	21	22	22½	22½	23½	24½	25¼	25¼	26¼	27
Back –loin and bracelet	29.00	6	7	8½	9½	10½	11½	13	14	15	16½	17½	18½	20	20½	22½	23½	24½	26	26½	28¼	29	30½	31½	32½	34	35¼	36½	37½	38½	39½	41½	42½	43½	44½	45½	47
Bracelet –rack and breast	14.50	5¼	6¼	7½	7½	8½	9½	10½	12½	13½	13½	15½	16¼	16½	18	19½	21	22	23	24½	26	27	28½	29¾	29½	31	32½	33½	34¾	35½	36½	37½	38½	40	41½	42½	43½
Carcass per 100#	100.00	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

1/ Stew includes breasts, briskets, shanks and flanks.
* Not included in total.
** Short forequarter includes square chuck neck on, shanks and brackets.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

VEAL CARCASS - U. S. GOOD GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Veal carcass less skin, for which retail prices are to be computed. If the veal carcass is purchased with skin on, the skin represents about 10 percent of the total weight. To ascertain the cost of the carcass less the skin, which is the other 90 percent, the market value of the skin (10 times market price per pound) is substracted from the amount paid for 100 pounds of carcass with skin on. The remainder divided by 90 will give the cost per pound of the carcass less the skin.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

    (a) Wholesale carcass cost $15.00 per 100 pounds.
    (b) If the desired gross margin in percent of sales is 25%, then the
         wholesale cost of the carcass equals 75% of sales receipts.

         100% - 25 = 75%

         $15.00 ÷ 75 = $20.00, the anticipated retail sales return of all
         the cuts in 100 pounds of carcass.
    (c) If the desired mark-up per pound is 5¢ or $5.00 per 100 pounds of
         carcass weight, then the sum of the wholesale cost and the mark-up
         equals the expected sales return : $15.00 ÷ $5.00 = $20.00

3. Locate the column on the chart headed $20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to $20.00. Since the carcass cost $15.00 per 100 pounds, then the gross margin is $5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

    Under the column where the expected sales receipts are $20.00, cutlet is indicated to retail at 40¢ per pound, but if the general market is 38¢, then a reduction of 2¢ on the cutlet is necessary. To correct for this necessary reduction, the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the cutlet is multiplied by the reduction, which is 2¢ in this case.

    Assuming that loin chops can be increased in price, the figure 28¢ is divided by 7.50 which represents the percent of loin chops in the carcass.

    14.00 X 2¢ = 28¢.
    28¢ ÷ 7.50 = 3.73¢

    In other words, the retail price of loin chops can be increased 3.73¢ per pound. By reducing the price of the cutlet from 40¢ to 38¢, and increasing the price of loin chops from 30¢ to 34¢, the total sales receipts will be about the same, namely, $20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

    When cutlet is sold at 40¢, rump at 20¢, and boneless stew at 22¢, the same amount of money would be received if the leg with rump was sold at 24¢ per pound. If the replacement value of the leg is 20¢, then 24¢ - 20¢ = 4¢, the gross margin per pound derived from the replacement leg with rump. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs $15.00 per 100 pounds locate the column headed $15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut price. Example:-

    Loin (with kidney and suet) 10.00 X 20 = $ 2.00
    Leg with rump   39.00 X 18 =   7.20
    Ribs or rack   7.50 X 20 =   1.50
    Chuck   43.50 X 10 =   4.35

                                                $15.05

    The wholesale cost of the cuts at the above prices are equivalent to $15.05 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a $15.00 carcass, plus a $5.00 mark-up, then the gross margin on these wholesale cut replacements would be $20.00 - $15.05 = $4.95, or the gross margin on the wholesale cut basis is 5¢ less than when the straight carcass is used.

8. Assuming the carcass cost $15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed $15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed $15.00. If a $5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed $20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

VEAL CARCASS – U. S. GOOD GRADE
Skin or hide off

STANDARD STYLE OF CUTTING
Directions on opposite page

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail veal cuts

Trimmed retail cuts

Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin

Name of cut	% of carcass	$5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Cutlet-round bone 1/	14.00	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	56	58	60	62	64	66	68	70	72	74	76	78	80
Loin chop - 1 rib 1/	7.50	7	9	10	12	14	15	16	18	19	21	22	24	25	27	28	30	32	33	35	36	38	39	41	42	44	45	46	48	49	51	52	54	56	57	59	60
Rump - bone in	14.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Rib chop -8 ribs	7.50	5	7	8	9	10	12	13	14	15	17	18	19	20	22	23	24	25	26	28	29	31	32	33	35	36	38	39	40	41	43	44	45	47	48	49	40
Shoulder -4 ribs	21.25	6	7	7	8	10	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Neck - bone in	5.00	2	3	3	3	4	5	5	6	7	7	8	9	9	10	11	11	12	13	13	14	14	15	15	16	16	17	18	19	19	19	20	21	21	21	22	23
Breast	11.75	3	4	4	5	5	6	7	7	8	8	9	9	10	10	11	12	12	13	13	14	15	15	15	16	16	17	18	18	19	19	20	21	21	22	22	23
Boneless stew 2/	6.75	6	6	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	27	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43
	88.25																																				

When shoulder blade and shank are lifted the following prices are used for the shoulder cuts

Shoulder blade and shank 3/	18.75	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Under cut shoulder 4 ribs	7.00	3	4	5	5	6	6	7	8	9	9	10	11	11	12	13	13	14	15	15	16	17	17	18	19	20	20	21	22	22	23	24	24	25	25	26	27
Neck - bone in	5.00	2	2	3	3	4	4	4	5	5	6	6	6	7	7	7	7	8	8	8	9	10	10	11	11	11	12	12	12	13	14	14	14	15	16	16	16

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts

Hindquarter 1 rib	49.00*	6	7½	8½	9½	11	12	13½	14½	15½	16½	18	19¾	20¾	21¾	22½	24	25¾	26¾	27¾	28¾	30½	31¾	32½	33¾	35	36	37¾	38¾	39¾	40½	42	43½	44½	45½	47	48
Leg with rump 4/	39.00	6	7½	8½	10½	11	12	13½	14½	15½	16¾	18	19	20¾	21¾	23	24	25¾	26¾	27¾	28¾	30	31¾	32¾	33¾	35	36	37¾	38¾	39¾	40½	42	43¾	44¾	45¾	46¾	48
Loin 1 rib with K & S	10.00	6	7½	9¾	10½	11½	12	13	14½	15½	16½	18	19¾	20¾	22	22¾	24¾	25¾	26¾	28	29	30¾	31¾	33	33¾	34¾	36¼	37¾	38¾	39¾	41	42	43¾	45	46	47¾	48¾
Back -8 ribs	7.50	6	7	8	9	10	11	13	14	15	17	18	19	20	22	23	24	25	26	28	29	30	31	32	33	35	36	37	38	40	41	42	43	44	45	47	48
Chuck forequarter less rack	43.50	3¾	4½	5½	6	6¾	7½	8½	9¼	10½	11¼	11¼	13	14	13½	14	14½	15½	16¼	16½	17½	18½	19¾	20	20½	21¾	22¼	23	23¾	24½	25	26	26½	27¼	28¼	28¾	29¾
Forequarter -12 ribs	51.00*	4	5	6¼	7¼	8¼	9	9¾	9¾	10¾	11¼	12½	13	13¾	14½	15½	16½	16½	17¾	18¼	19½	20	21	21¾	22½	23¾	24½	25	25¾	26¾	27½	28½	29	29½	30½	31½	32¼
Carcass per 100#	100.00#	$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

1/ Kidney and suet removed.
2/ Lean meat from fore and hind shanks and flank.
3/ Shank is sold with shoulder blade reducing stew meat to 4.75%.
4/ Rump and loin are separated at hip bone.
* Not included in total.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

LIVE HOG - U. S. CHOICE GRADE - LARD TYPE - STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Choice Grade Lard Type Hog, for which wholesale prices are to be computed.

2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.

3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:—

   (a) live hog cost $6.00 per 100 pounds and there is a
       levied tax of $2.25 per 100 pounds, then actual
       live cost is $6.00 / $2.25 = $8.25

   (b) If the desired gross margin or charges for
       slaughtering, etc., amounts to 75¢ per 100 pounds
       then the sum of the live cost plus the levied tax
       and the gross margin equals the expected sales
       return: $8.25 / .75 = $9.00

4. Locate the column on the chart headed $9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.

5. If some of the wholesale prices are out of line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are $9.00, fresh regular hams are indicated to sell at 15¢ per pound, but if the general market is 14¾¢, then a reduction of 3/4¢ on regular fresh hams is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 3/4¢ in this case.

   Assuming that pork loins can be increased in price, the figure 10¢ is divided by 8.90 which represents the percentage of pork loin in 100 pounds of live hog.

   $$13.30 \text{ X } .75 = 10.00¢$$
   $$10.00 + 8.90 = 1.12¢$$

   In other words, the wholesale price of pork loins is increased 1 1/8¢ per pound. By reducing the price of regular fresh hams from 15¢ , 14¾¢ and increasing the price of pork loins from 15¾¢ to 16 3/8¢, the total sales receipts will be the same, namely, $9.00. The same procedure is followed i two or more cuts are out of line with the general wholesale market.

6. If the live hog cost was $6.25, the levied tax $2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or $9.25. In order to determine the necessary selling price for each cut and product, locate the column headed 25¢ and $9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of $9.25. In the column headed 25¢, S. P. bellies are priced at 1/2¢ per pound, and in the column headed $9.00 the price is 16¾¢ per pound; thus the sum of these two prices equals 17¼¢, which is the price of S.P. bellies when the total anticipated sales return is $9.25 per 100 pounds of live hog.

7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed $10.00, the sales return will be $10.00. If a levied tax amounts to $2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals $3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:—

   $$10.00 - $3.00 = $7.00$$

   When one or more of the prices in any particular column (the $10.00 column in this case) do not agree with the general wholesale market, then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed $10.00, pork loins are indicated to sell at 17¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¢ is multiplied by the percentage figure opposite the pork loin.

   $$8.90 \text{ X } 1¢ = 8.9¢$$

   This amount of 8.9¢, or about 9¢, is subtracted from the computed live value of $7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column,or the $10.00 column in this case.

   $$$7.00 - 9¢ = $6.91 -\text{the value of 100 pounds of live hog}$$

   When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of those higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG 1/ – U. S. CHOICE GRADE

WHOLESALE PORK PRICING CHART

Cents per pound for wholesale pork carcass and products

Name of cut or product	% of live hog weight	Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied																															
	$	.25	.50	.75	1.00	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00
Carcass 2/	72.30	1/3	3/5	1	1½	2¼	4	5¼	6⅝	8	9¼	10¼	12	13¼	14¼	16	17¾	18¾	20	21¼	22¼	24	25¼	26¼	27¼	29	30¾	31¼	33	34½	35½	37	38¼	39¼
Belly S.P.10-14	11.20	1/2	1	1½	2	3½	5½	7½	9½	11	13	14½	16½	18½	20½	22½	24	26	27½	29½	31½	33½	35½	37	38½	40½	42½	44½	46	48	50	51½	53½	55½
Loin 8 - 12	8.90	1/2	3/4	1½	1⅞	2⅞	5	6¾	8½	10¼	12	13¾	15¼	17	18⅝	20½	22	23¾	25⅔	27½	29	30¾	32½	34	35¾	37½	39	40¾	42½	44¼	46	48	49½	51
Hams -regular 12 - 16	13.30	1/2	3/4	1½	1⅜	2⅜	5¼	6¾	8½	10¼	12	13⅜	15¼	17	18¾	20½	22	23¾	25½	27¼	29	30½	32½	34	35¾	37½	39	40¾	42½	44¼	46	47½	49½	51
New York 3/ shoulders 10-13	10.75	1/4	1/2	1	1¼	2⅛	3½	5	6½	7⅞	8½	11½	13½	15	16½	17½	19	20¼	21¼	22½	24	25¼	26¼	27½	29	30½	31½	32¾	34	35½	36½	37½
Jowl-square cut 2 - 3	1.85	1/4	1/2	⅝	1	1⅛	2⅛	3	3¾	4⅝	5	5⅝	6½	7½	8	8¾	9⅜	10¼	10⅝	11⅜	12¼	13	13½	14¾	15½	16	16½	17¼	18¼	18¾	19½	20¼	21	21⅛
Spare ribs half sheet	1.55	1/4	1/2	⅝	1	1¼	2¼	3¾	4⅜	5¼	6¼	7½	8⅜	9¼	10½	11¼	12¼	13	14	15	16	17¾	18¾	19½	20½	21½	22½	23¾	24½	25¾	26¼	27	28
Neckbones	.85	1/8	3/4	⅜	⅜	1	1½	1¾	1⅜	1⅜	2⅛	3	3⅜	3⅜	4	4⅜	5	5⅜	5⅜	6	6⅜	7	7⅜	8⅜	8⅝	9	9½	10¼	10⅛	10⅜	11⅛	11¼	11½
Feet	1.85	1/12	1/8	½	⅜	1⅛	1½	2	2⅜	2⅜	3½	4⅜	4⅜	5½	5⅜	6⅝	7⅜	4½	5	5⅜	6¼	6½	7½	7⅜	8⅜	9	9	9½	10	13	13½	14½	15
Tail	.20	1/8	1/4	½	1	1⅜	2⅜	3	4½	4½	5⅜	6	5⅜	6	6½	7½	7⅜	7⅜	8⅜	9	10½	12	13½	13½	14¼	15⅝	16⅜	16½	15	15¾	16½	17⅛	18
Lean trimmings	2.50	1/4	1/2	⅝	1⅛	2⅜	3⅜	4½	4¾	5¼	6	7	7⅜	8⅜	9⅛	10½	11¼	14	14½	15⅜	16⅜	18⅜	19½	20	21	22½	23¾	24¼	25¼	26¼
Liver	1.40	1/12	1/8	⅜	1	1⅛	3⅜	1⅜	2⅜	2	2⅜	3⅜	3¾	3¾	3⅜	4¼	4⅜	5	5⅜	5¼	6	6⅜	7	7⅜	8	8⅜	9	9½	10	10½	10⅛
Heart	.25	1/8	1/4	⅜	1⅜	1⅜	2	2⅜	3⅜	3⅜	3⅜	4	4⅜	5	5⅜	6	6⅜	6⅝	7	7⅜	8⅛	8⅜	9	10	10⅜	11	11⅜	12	13	13	13½	14	14½	15
Kidney	.20	1/8	1/4	⅜	1⅜	1⅜	2	2	2⅜	3	3⅜	3⅜	4⅜	4⅜	5⅜	5⅜	6⅜	6⅝	7½	7⅜	8⅜	9	9½	10	11	11⅜	12	12⅜	13½	13⅜	14½	14⅜	15⅜	15⅜
Head 4/	4.60	1/12	1/8	½	1⅜	2½	3½	2	3⅜	3⅜	5¼	6⅜	3⅜	4	4⅜	5¼	5⅝	6	6½	7	7	8	8⅜	9¼	9½	10½	10⅜	11⅜	11⅛	12
Lard 5/	15.53	1/8	1/2	1	1⅛	2⅜	3⅜	5	6¼	7⅜	6⅜	10⅜	15	11⅜	14	15	16⅜	18⅜	20	21⅜	22⅜	24	25	26⅜	27⅜	29	30	31⅜	33⅜	34⅛	35	36	37⅛
Live hog per 100 pounds		.25	.50	.75	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

1/ Lard type. –Average live weight 180-250 pounds; average dressed weight 125-180 pounds. Thickness of back fat 1½ - 2 inches.
2/ Lean fat and kidney out; head and ham facings off.
3/ New York skinned shoulder 1 1/2 ribs.
4/ Untrimmed –tongue and brain included.
5/ Percentage fat yield –fat backs 9.75; leaf fat 2.15; scrap leaf .15; caul fat .50; ham facing .30 and fat trimmings 7.35.

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DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

LIVE HOG - U. S. CHOICE GRADE - MEAT TYPE - STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Choice Grade Meat Type Hog for which wholesale prices are to be computed.

2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.

3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-

   (a) Live hog cost $6.00 per 100 pounds and there is a
       levied tax of $2.25 per 100 pounds, then actual
       live cost is $6.00 ≠ $2.25 = $8.25
   (b) If the desired gross margin or charges for
       slaughtering, etc., amounts to 75¢ per 100 pounds
       then the sum of the live cost plus the levied tax
       and the gross margin equals the expected sales
       return: $8.25 ≠ 75¢ = $9.00

4. Locate the column on the chart headed $9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.

5. If some of the wholesale prices are out of line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are $9.00, fresh regular hams are indicated to sell at 15¢ per pound, but if the general market is 14¼¢, then a reduction of 3/4¢ on regular fresh hams is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 3/4¢ in this case.

   Assuming that pork loins can be increased in price, the figure 10.35¢ is divided by 9.95, which represents the percentage of pork loin in 100 pounds of live hog.
   13.80 X 75¢ = 10.35¢
   10.35 ÷ 9.95 = 1.04¢

   In other words, the wholesale price of pork loins is increased 1¢ per pound. By reducing the price of regular fresh hams from 15¢ to 14¼¢ and increasing the price of pork loins from 15¢ to 16¢, the total sales receipts will be about the same, namely, $9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.

6. If the live hog cost was $6.25, the levied tax $2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or $9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and $9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of $9.25. In the column headed 25¢, S. P. bellies are priced at 1/2¢ per pound, and in the column headed $9.00 the price is 17¼¢ per pound; thus the sum of these two prices equals 17¾¢, which is the price of S. P. bellies when the total anticipated sales return is $9.25 per 100 pounds of live hog.

7. If the general wholesale market prices for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed $10.00, the sales return will be $10.00. If a levied tax amounts to $2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals $3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:-
   $10.00 - $3.00 = $7.00

   When one or more of the prices in any particular column (the $10.00 column in this case) do not agree with the general wholesale market, then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed $10.00, pork loins are indicated to sell at 17¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¢ is multiplied by the percentage figure opposite the pork loin.
   9.95 X 1¢ = 9.95¢

   This amount of 9.95¢, or about 10¢, is subtracted from the computed live value of $7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the $10.00 column in this case.
   $7.00 - 10¢ = $6.90 -the value of 100 pounds of live hog

   When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG 1/ - U. S. CHOICE GRADE

WHOLESALE PORK PRICING CHART

Cents per pound for wholesale pork carcass and products

Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied

Name of cut or product	% of live hog weight	.25 $	.50	.75	1.00	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00
Carcass 2/	70.00	1/3	3/4	1	1 1/3	2¾	4	5¼	6¾	8	9½	10½	12½	13¾	15	16¼	17½	19	20¼	21½	23	24¼	25¾	27	28¼	29½	31	32¼	34	35	36½	37½	39½	40½
Belly S.P. 12-14	10.65	1/2	1	1½	2	3¾	5¼	7½	9¾	12	13½	15¼	17½	19½	21	22½	24½	26	27½	29½	31¼	33⅜	35⅜	37⅜	39⅜	41⅛	43¼	44	47	49	51	52	54	56
Loin 9-12	9.95	1/2	1	1¼	1½	3½	5½	6¾	8¼	10¼	12	13½	15½	17	18½	20½	22	24½	26	27½	29½	31	32½	34½	36	37½	39½	41½	43	44½	46½	48½	51	51½
Hams -regular 13-15	13.80	1/2	1	1¼	1½	3½	5½	6¾	8¼	10¼	12	13½	15½	17	18½	20½	22	24½	26	27½	29½	31	32½	34½	36	38	39½	41½	43	44½	46½	48½	50	51½
New York 3/ shoulders 10-14	11.25	1/4	1/2	1	1¼	2½	3½	5¼	6¾	7½	8¾	10	11¼	12¾	13¾	15	16¼	17½	19	20¼	21½	22¾	24	25¼	26½	27½	29	30	31¼	32¼	34	35¼	36¼	37½
Jowl-square cut 1-2	1.50	1/4	1/2	¾	¾	1½	2¼	3	3¾	4½	5	6⅜	6⅞	7⅜	8	9¾	10¾	10¾	11½	12¼	13	13½	14¾	15¼	16	16½	16¾	17¾	18¼	18¾	19¾	20½	21	21¾
Spare ribs half sheet	1.70	1/4	1/2	⅜	1	1⅞	2⅜	3⅜	4⅜	5⅜	6⅜	7⅜	8⅜	9¼	10¼	11¼	12⅜	13	14	15	16	16⅜	17¾	18⅜	19⅛	20⅜	20½	22½	23⅜	24½	25⅜	26¼	27	28
Backbones	1.00	1/8	1/4	⅜	⅜	⅞	1	1⅜	1¾	2⅜	2⅜	3	3⅜	3⅜	4	4⅜	4⅜	5⅜	5⅜	6	6⅜	6⅜	7	7⅜	7⅜	8⅜	8⅜	9	9⅜	9⅜	10⅜	10⅜	10⅜	11⅜
Feet	2.00	1/12	1/8	¼	⅜	¾	1	1⅜	2	2⅜	3⅜	4½	4¾	5⅛	5⅜	4	4¾	5	5¼	5⅝	6	6⅜	6¾	7	7⅜	7⅜	7⅞	8	8⅜	8⅜	8⅞	9	8¾	9
Tail	.20	1/8	1/4	⅜	⅜	1⅛	1½	2⅛	3	3½	4⅛	4½	5⅛	6	6⅜	7⅜	7⅜	8⅜	8⅜	9½	10⅜	10⅜	11½	12	12⅜	13⅜	13⅜	14¾	15	15⅜	16⅜	16½	17⅜	18
Lean trimmings	3.00	1/4	1/2	⅜	⅜	1⅜	2⅛	3	3¾	5⅛	6¼	7	8⅜	9½	10⅜	11½	12	13	14	14⅜	15⅜	16⅜	16⅜	18⅜	18⅜	19⅜	20	21	21⅜	22⅜	23⅜	24⅜	25⅜	26⅜
Liver	1.40	1/12	1/8	⅜	⅜	⅜	1	1⅜	1⅛	2	2⅛	2⅜	3⅜	3⅜	4⅜	4⅜	5	5⅜	5⅜	6⅜	6⅜	7⅜	7⅜	7⅜	8⅜	8⅜	8⅜	9	9	9⅜	9⅜	10⅜	10⅜	10⅜
Heart	.25	1/8	1/4	⅜	⅜	1	1⅛	2	2⅜	2⅜	3⅜	3⅛	4⅜	5	5⅜	6	6⅜	7	7⅜	8	8⅜	9	9⅜	10	10⅜	11	11⅜	12	12⅜	13	13⅜	14⅜	14⅜	15
Kidney	.20	1/8	1/4	⅜	⅜	1	1⅜	2	2⅜	2⅜	3⅜	3¾	4⅜	4⅜	5⅜	5⅜	6⅜	6⅜	7	7⅜	8⅜	8⅜	9	9⅜	10⅜	11	11⅜	12	12⅜	13⅜	13⅜	14⅜	15⅜	15⅜
Head 4/	4.65	⅜	1/8	⅜	⅜	2	2⅜	1½	2	2⅜	2⅜	3⅛	4	4½	4⅜	5⅜	5⅜	5⅜	6	6⅜	6⅜	7	7⅜	7⅜	8⅜	8⅜	9⅜	9½	10	10⅜	10⅜	11¼	11½	12
Lard 5/	12.75	1/8	1/2	1	1¼	2⅜	3⅜	5	6⅜	7⅜	8⅜	10⅜	11⅜	12⅜	14	15	16⅜	17⅛	17⅜	20	21⅜	22⅜	24	25	26⅜	27⅜	29	30	31⅜	32⅜	33⅜	35⅜	36	37½
Live hog per 100 pounds		$.25	.50	.75	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

1/ Meat type -average live weight 180-250 pounds -average dressed weight 124-178 pounds. -Thickness of back fat 1 - 1 3/4 inches.
2/ Leaf fat and kidney out; head and ham facings off.
3/ New York skinned shoulder 1 1/2 ribs.
4/ Untrimmed tongue and brain included.
5/ Percentage of fat yields -fat backs 7.50; leaf fat 2.05; leaf scrap .15; caul fat 5.5; ham facings .35 and fat trimming 6.30.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

" LIVE HOG – U.S. GOOD GRADE STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Good Grade Hog for which wholesale prices are to be computed.

2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.

3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:–

    (a) live hog cost $6.00 per 100 pounds and there is a
        levied tax of $2.25 per 100 pounds, then actual
        live cost is $6.00 / $2.25 = $8.25

    (b) If the desired gross margin or charges for
        slaughtering, etc., amounts to 75¢ per 100 pounds
        then the sum of the live cost plus the levied tax
        and the gross margin equals the expected sales
        return: $8.25 + 75¢ = $9.00

4. Locate the column on the chart headed $9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.

5. If some of the wholesale prices are out of line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are $9.00, regular fresh hams, No. 1 are indicated to sell at 16¢ per pound, but if the general market is 15½¢, then a reduction of 1/2¢ on regular fresh hams, No. 1 is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 1/2¢ in this case.

$$7.13 \times 1/2 = 3.56¢$$

Assuming that pork loins can be increased in price, the figure 3.56¢ is divided by 10.25, which represents the percentage of pork loin in 100 pounds of live hog.

$$3.56¢ \div 10.25 = .347¢$$

In other words, the wholesale price of pork loins is increased 1/3¢ per pound. By reducing the price of regular fresh hams from 16¢ to 15½¢ and increasing the price of pork loins from 16¢ to 16 1/3¢, the total sales receipts will be about the same, namely, $9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.

6. If the live hog cost was $6.25, the levied tax $2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or $9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and $9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of $9.25. In the column headed 25¢, S. P. bellies, No. 2 are priced at 1/2¢ per pound, and in the column headed $9.00 the price is 17¾¢ per pound; thus the sum of these two prices equals 18¢, which is the price of S. P. bellies when the total anticipated sales return is $9.25 per 100 pounds of live hog.

7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed $10.00, the sales return will be $10.00. If a levied tax amounts to $2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals $3.00. This amount when subtracted from the $10.00 column of live hog. Example:–

$$\$10.00 - \$3.00 = \$7.00$$

When one or more of the prices in any particular column (the $10.00 column in this case) do not agree with the general wholesale market then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed $10.00, pork loins are indicated to sell at 17¾¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¾¢ per pound is multiplied by the percentage figure opposite the pork loin.

$$10.25 \times 1¾¢ = 17.94¢$$

This amount of 17.94¢, or about 18¢, is subtracted from the computed live value of $7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the $10.00 column in this case.

$$\$7.00 - 18¢ = \$6.82 \text{ –the value of 100 pounds of live hog}$$

When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG 1/ - U. S. GOOD GRADE

WHOLESALE PORK PRICING CHART

Cents per pound for wholesale pork carcass and products

STANDARD STYLE OF CUTTING
Directions on opposite page

Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied

Name of cut or product	% of live hog weight	$ .25	.50	.75	1.00	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00
Carcass 2/	68.60	1/3	2/3	1	1 2/5	2¾	4½	5½	7	8¾	9¾	11	12¾	13¾	15¾	16½	18	19¾	20½	22	23¾	25	26¾	27½	29	30¾	31¾	33	34¾	35½	37¾	38¾	40	41¼
Belly–No.1 S.P. 8-12	4.68	1/2	1	1¾	2	4	6	8	10	12	14¾	15¾	17¾	18¾	21¾	23¾	25½	27¾	29¾	31¾	33¾	35½	37¾	39½	41½	43½	45¾	47¾	49¾	51¾	53¾	55¾	57½	59½
Belly–No.2 S.P. 8-12	4.67	1/2	3/4	1¾	1¾	3¾	5¾	7	8¾	10¾	12¾	14¾	16	17¾	19½	21¼	23	24¾	26¾	28¾	30	32	33¾	35¾	37¼	39	40¾	42¾	44¾	46	47¾	49¾	51¼	53
Loin No.1 9-12	10.25	1/2	3/4	1¾	1¾	3¾	5¾	7	9	10¾	12¾	14¾	16	17¾	19½	21¼	23	24¾	26¾	28¾	30¾	32	33¾	35¾	37¼	39	40¾	42¾	44¾	46¾	47¾	49¾	51¼	53
Hams– No. 1 regular 13-18	7.13	1/2	1	1¾	1¾	3¾	5¾	7¾	9	10¾	12¾	14¾	16¾	18	19½	21½	23¾	25¾	27	28½	30¾	32¾	34	36	37¾	39¾	41¼	43	45	46¾	48¾	50¾	52	53¾
Hams– No. 2 regular 13-18	7.12	1/2	3/4	1¾	1¾	3¾	5¾	7¾	9	10¾	12¾	14¾	16¾	18¾	20¾	21½	23¾	25¾	27	28¾	30¾	32	33¾	35¾	37	38¾	40¾	42	43¾	45¾	47	48¾	48¾	50¾
New York 3/ shoulder 11-14	11.80	1/4	3/4	1	1¾	2¾	4	5¾	6¾	8	9¾	10¾	12	13¾	14¾	16	17¾	18¾	20	21¾	22¾	24¾	25¾	27	28¾	29¾	30¾	32¾	33¾	34¾	36¾	37¾	38¾	40¾
Jowl–square cut 1-2	1.50	1/4	1/2	¾	¾	1¾	3	4	4¾	6	7	8¾	9¾	10¾	11¾	12¾	13¾	14	15¾	16¾	17¾	18¾	19¾	20¾	21¾	22¾	23¾	25½	24¾	25¾	26¾	27¾	28¾	29¾
Spare ribs half sheet	1.90	1/4	1/2	¾	¾	2	3	4	5	5¾	6¾	7¾	8¾	9¾	10¾	11¾	12¾	13¾	14¾	15¾	16¾	17¾	18¾	20¾	20½	21¾	22½	23¾	24¾	25¾	26½	27¾	28¾	29¾
Neckbones	1.10	1/12	1/4	¾	¾	¾	1¾	1¾	2	2¾	3¾	4¾	4¾	5¾	6¾	7¾	8¾	9	9¾	10¾	10¾	11¾	12¾	13¾	14¾	15¾	16¾	17¾	18¾	18¾	19¾	10¾	11¾	11¾
Feet	2.35	1/12	1/4	¾	¾	1¾	2¾	3	3¾	5	5¾	6¾	7	7¾	8¾	9¾	10¾	10¾	11¾	12¾	13¾	14	15¾	16¾	17¾	18¾	24¾	25¾	26¾	8	8¾	9	9¾	9¾
Tail	.25	1/4	1/4	¾	¾	1¾	2	2¾	3¾	3¾	4¾	5	5¾	6¾	7	7¾	8¾	9	9¾	10¾	11¾	11¾	12¾	13¾	14¾	15¾	16¾	17¾	16	16¾	17¾	17¾	18¾	19
Lean trimmings	3.00	1/12	1/2	¾	1	1¾	2¾	3¾	4¾	5¾	6¾	7¾	8¾	9¾	10¾	11¾	12	13	14¾	15¾	16¾	17¾	18¾	19¾	20¾	21¾	21¾	22¾	23¾	24¾	25¾	26	27	28
Liver	1.50	1/8	1/4	¾	¾	1	1¾	1¾	1¾	2¾	2¾	3¾	3¾	4	4¾	5¾	6¾	6¾	7¾	7¾	7¾	8	9	9¾	11	11¾	12	12¾	13	13¾	14	10¾	10¾	11
Heart	.25	1/8	1/4	¾	¾	1½	1½	2¾	2¾	3¾	3¾	5	5¾	5¾	6	6¾	6¾	4¾	4¾	5¾	5¾	7¾	7¾	8	8¾	9¾	10¾	11¾	12¾	13	13¾	14¾	15¾	15¾
Kidney	.25	1/8	1/4	¾	¾	1¾	2¾	2¾	2¾	3¾	3¾	5	6	6¾	7	7¾	7¾	8¾	8¾	9¾	9¾	9¾	11¾	12	12¾	13	13¾	14¾	14¾	15¾	14¾	15¾	15¾	16¾
Head	4.85	1/12	1/4	¾	¾	¾	1¾	2	2¾	3	3¾	4¾	4¾	5¾	5¾	6	6¾	7	7¾	8¾	8¾	9	9¾	10¾	11	11¾	12	13	10¾	10¾	11¾	12	12¾	13
Lard 4/	10.25	1/4	3/4	1	1¾	2¾	4	5¾	6¾	8	9¾	10¾	12	13¾	14¾	16¾	17¾	18¾	20¾	20¾	21¾	23	25¾	26¾	28	29¾	30¾	32¾	33¾	34¾	36	37¾	39	40
Live hog per 100 pounds		$ .25	.50	.75	1	1 2/5	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

1/ Average live weight 180-250 pounds; average dressed weight 122-173 pounds. Thickness of back fat 3/4 - 1 1/2 inches.
2/ Leaf fat and kidney out; head and ham facings off.
3/ New York skinned shoulder 1 1/2 ribs.
4/ Percentage fat yield – fat backs 6.10; leaf fat 1.50, scrap leaf .10; caul fat .40; ham facings .40, and fat trimmings 5.75.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

LIVE HOG - U.S. MEDIUM GRADE STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Medium Grade Hog for which wholesale prices are to be computed.

2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.

3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-

    (a) Live hog cost $6.00 per 100 pounds and there is a
        levied tax of $2.25 per 100 pounds, then actual
        live cost is $6.00 / $2.25 = $8.25

    (b) If the desired gross margin or charges for
        slaughtering, etc., amounts to 75¢ per 100 pounds
        then the sum of the live cost plus the levied tax
        and the gross margin equals the expected sales
        return: $8.25 / 75¢ = $9.00.

4. Locate the column on the chart headed $9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.

5. If some of the wholesale prices are out line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are $9.00, regular fresh hams, No. 2 are indicated to sell at 16¢ per pound, but if the general market is 15½¢, then a reduction of 1/2¢ on regular fresh ham, No. 2 is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the fresh regular ham, No. 2 is multiplied by the reduction which is 1/2¢ in this case.

    Assuming that pork loins can be increased in price, the figure 3.56¢ is divided by 10.50 which represents the percentage of pork loin in 100 pounds of live hog.
    7.13 X 1/2 = 3.56¢
    3.56¢ ÷ 10.50 = .339¢

    In other words, the wholesale price of pork loins is increased 1/3¢ per pound. By reducing the price of regular fresh hams from 16¢ to 15½¢ and increasing the price of pork loins from 16¢ to 16 1/3¢, the total sales receipts will be about the same, namely, $9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.

6. If the live hog cost was $6.25, the levied tax $2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or $9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and $9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of $9.25. In the column headed 25¢, S. P. bellies, No. 2 are priced at 3/4¢ per pound, and in the column headed $9.00 the price is 16¢ per pound, thus the sum of these two prices equals 17¾¢, which is the price of S. P. bellies when the total anticipated sales return is $9.25 per 100 pounds of live hog.

7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed $10.00, the sales return will be $10.00. If a levied tax amounts to $2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals $3.00. This amount when subtracted from the sale receipts equals the price that can be paid for 100 pounds of live hog. Example:-
    $10.00 - $3.00 = $7.00

    When one or more of the prices in any particular column (the $10.00 column in this case) do not agree with the general wholesale market then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed $10.00, pork loins are indicated to sell at 17¾¢ per pound but the general market is 16¢ per pound. This reduction of 1¾¢ is multiplied by the percentage figure opposite the pork loin.
    10.50 X 1¾¢ = 18.37¢
    This amount of 18.37¢, or about 18¢, is subtracted from the computed live value of $7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the $10.00 column in this case.
    $7.00 - 18¢ = $6.82 -the value of 100 pounds of live hog

    When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG 1/ - U. S. MEDIUM GRADE

WHOLESALE PORK PRICING CHART

Cents per pound for wholesale pork carcass and products

Wholesale cuts		Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied																																		
Name of cut or product	% of live hog weight	.25	.50	.75	1.00	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00
Carcass 2/	67.40	$	1/3	1	1 2/5	2⅔	4⅛	5⅜	7	8⅜	9⅝	11⅜	12⅝	14	15⅜	16⅝	18	19⅜	21	22⅜	23⅝	25	26⅜	27⅝	29⅜	30⅝	32	33⅜	34⅝	36⅜	37⅝	39	40⅜	41⅝
Belly No.2 S.P. 8-12	4.65	3/4	1	1¼	1⅝	3⅜	5⅛	7⅛	9⅛	11	13	14⅛	16⅜	18⅛	20⅛	22⅛	24	26	27⅞	29⅞	31⅛	33⅛	35⅛	37	38⅜	40⅛	42⅛	44⅛	46⅛	48	50	51⅜	53⅛	55⅛
Belly No.3 S.P. 8-12	4.65	1/3	¾	1	1⅜	3⅜	4⅝	6⅜	8	9⅝	11⅛	13	14⅜	16	17⅝	19⅜	21	22⅜	24⅝	26	27⅝	29⅜	31	33	35	36	37⅝	40	41⅝	43⅛	44	46	48	49
Loin No.2 9-13	10.50	1/2	¾	1⅛	1⅜	3⅜	5⅝	7	8⅝	10⅛	11⅜	13	14⅛	16	17⅜	19⅛	21⅜	23	24⅛	26⅜	28⅜	30⅜	32	33⅜	35⅜	37⅜	39	40⅜	42⅜	44⅛	46	48	49⅝	51⅝
Hams-regular No. 2 13-18	7.13	1/2	¾	1⅛	1⅜	3⅜	5⅝	7	8⅝	10⅛	12⅛	14⅛	16	17⅝	19⅜	21⅜	23	24⅜	26⅜	28⅜	30⅜	32	33⅜	35⅜	37⅜	39	40⅜	42⅜	44⅛	46	48	49⅝	51⅝	53⅛
Hams- No. 3 regular-13-18	7.12	1/2	¾	1⅛	1⅜	3⅛	5	6⅜	8⅝	10	11⅜	13⅜	15	16⅜	18⅜	20	21⅜	23⅜	25⅜	27	28⅜	30	31⅜	33⅜	35⅜	37	38⅝	40⅜	42⅛	43⅛	45⅜	47	48⅝	50⅛
New York 3/ shoulder 11-15	11.90	1/4	½	1⅛	1⅝	2⅝	4⅛	5⅝	7	8⅝	9⅝	11⅜	12⅝	14	15⅝	16⅝	18⅜	19⅝	21	22⅜	23⅝	25⅝	26⅜	28	29⅜	30⅜	32⅛	33⅜	35	36⅜	37⅝	39⅜	40⅝	42
Jowl -square cut 1-2	1.20	1/4	¼	¾	¾	1⅜	2⅜	3⅛	4	4⅝	5⅜	6⅜	7⅜	8	8⅝	9⅝	10⅜	11⅜	12	12⅜	13⅜	14⅛	14⅝	15⅝	16	16⅝	17⅝	18⅛	19⅜	20	20⅝	21⅜	22⅝	23⅝	24
Spare ribs half sheet	2.05	1/4	¼	¾	1	2	2¾	4⅜	5⅜	6⅜	7	8⅜	9⅜	10⅜	11⅜	12⅜	13⅜	14⅜	15⅜	15⅜	16⅜	17⅜	19	20	21	22	23	24	25⅜	26⅜	27⅜	28⅜	29⅝	30⅜	31⅜
Neckbones	1.25	1/8	¼	¼	¼	⅜	1⅛	1⅜	2	2⅜	3	3⅜	4½	5⅜	6	6⅜	7⅜	8⅜	9	9⅜	10⅜	11	11½	12⅜	8	9⅜	9⅜	9⅞	10⅜	11	11⅜	12	12⅜	12⅜	12⅝
Feet	2.35	1/12 1/8	¼	½	¼	¾	1	2⅜	2⅜	3	4⅜	4⅜	5⅜	6	6⅜	6⅜	7⅜	7⅜	8	8⅜	6⅜	7⅜	7⅜	6⅜	6⅜	7⅜	7⅞	7⅜	7⅜	8	8⅜	9	9	9⅜	9⅜
Tail	.25	1/8	¾	¾	⅜	1⅜	2	4⅜	4½	4	5⅜	5⅜	6	7⅜	7½	8	11⅜	11⅜	12	12⅜	13⅜	14	12⅜	14⅜	15⅜	14⅜	15⅜	16⅜	16⅜	16⅜	17⅜	18⅜	19	19⅜	19⅜
Lean trimmings.	3.10	1/4	⅜	¾	1	2	3	4	5	5⅜	6⅜	7⅜	8⅜	9⅝	10⅜	11⅝	12⅝	13⅜	14⅜	15⅝	16⅜	17⅜	18⅝	19⅜	20⅜	21⅜	22⅜	23⅝	24⅜	25⅜	26⅜	27⅜	28⅜	28⅝	29⅝
Liver	1.55	1/8	¼	¾	1	⅜	1⅜	2⅜	2⅜	2⅝	3⅜	4	4⅜	5⅜	5⅜	6	6⅜	7	7⅜	8	8⅜	8⅜	9	10⅜	9	10	10⅜	9⅜	9⅛	10	10⅜	10⅜	11⅜	11⅜	12
Heart	.30	1/8	¼	¾	¾	1	1⅜	2⅜	3⅜	3⅜	3⅛	4⅜	5	5⅜	6	6⅜	7	7⅜	8	8⅜	8⅜	9⅜	10⅜	11	11⅜	12	12⅜	13	13⅜	14⅜	14⅜	15⅜	15⅜	16	16⅜
Kidney	.25	1/8	¼	¾	¾	1⅜	1⅜	2⅜	5⅜	4	4⅜	5⅝	5⅜	5⅜	6⅜	7	7⅜	8	8⅜	9⅜	9⅜	10⅜	11	11⅜	12	12⅜	13	13⅜	14⅜	15	15⅜	16	16⅜	16⅜	17⅜
Head 4/	5.20	1/4	½	¾	1	3	4⅜	6	7	8⅜	10⅜	11⅜	13	14⅜	15⅜	17⅜	18⅜	20⅜	21⅜	22⅜	24	25⅜	27	28⅜	29⅜	31⅜	32⅜	34	35⅜	37	38⅜	39	41	43	44⅜
Lard 5/	9.20	1/4	1	1⅜	1⅜	3	4⅜	6	7	8⅜	10⅜	11⅜	13	14⅜	15⅜	17⅜	18⅜	20⅜	21⅜	22⅜	24	25⅜	27	28⅜	29⅜	31⅜	32⅜	34	35⅜	37	38⅜	39	41	43	44⅜
Live hog per 100 pounds		$.25	.50	.75	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

1/ Average live weight 180-250 pounds; average dressed weight 121-170 pounds. Thickness of back fat 1/2-1 inch.
2/ Leaf fat and kidney out; head and ham facings off.
3/ New York skimmed shoulder 1½ ribs.
4/ Untrimmed tongue and brain included.
5/ Percentage fat yields- fat backs 4.85; leaf fat 1.60; leaf scrap .10; caul fat .50; ham facings .45 and fat trimmings 5.40.

Equivalent mark-up percentages when computed on either cost price or selling price

Cost price %	Selling price %	Cost price %	Selling price %	::	Selling price %	Cost price %	Selling price %	Cost price %
1	.99	51	33.77		1	1.01	51	104.08
2	1.96	52	34.21		2	2.04	52	108.33
3	2.91	53	34.64		3	3.09	53	112.77
4	3.85	54	35.06		4	4.17	54	117.39
5	4.76	55	35.48		5	5.26	55	122.22
6	5.66	56	35.90		6	6.38	56	127.27
7	6.54	57	36.31		7	7.53	57	132.56
8	7.41	58	36.71		8	8.70	58	138.10
9	8.26	59	37.11		9	9.89	59	143.90
10	9.09	60	37.50		10	11.11	60	150.00
11	9.91	61	37.89		11	12.36	61	156.41
12	10.71	62	38.27		12	13.64	62	163.15
13	11.50	63	38.65		13	14.94	63	170.27
14	12.28	64	39.02		14	16.28	64	177.78
15	13.04	65	39.39		15	17.64	65	185.71
16	13.79	66	39.76		16	19.05	66	194.12
17	14.53	67	40.12		17	20.48	67	203.03
18	15.25	68	40.48		18	21.95	68	212.50
19	15.97	69	40.83		19	23.46	69	222.58
20	16.67	70	41.18		20	25.00	70	233.33
21	17.36	71	41.52		21	26.58	71	244.83
22	18.03	72	41.86		22	28.21	72	257.14
23	18.70	73	42.20		23	29.87	73	270.37
24	19.35	74	42.53		24	31.58	74	284.62
25	20.00	75	42.86		25	33.33	75	300.00
26	20.63	76	43.18		26	35.14	76	316.67
27	21.26	77	43.50		27	36.99	77	334.78
28	21.88	78	43.82		28	38.89	78	354.54
29	22.48	79	44.13		29	40.85	79	376.19
30	23.08	80	44.44		30	42.86	80	400.00
31	23.66	81	44.75		31	44.93	81	426.32
32	24.24	82	45.05		32	47.06	82	455.56
33	24.81	83	45.36		33	49.25	83	488.24
34	25.37	84	45.65		34	51.52	84	525.00
35	25.93	85	45.95		35	53.84	85	566.67
36	26.47	86	46.24		36	56.25	86	614.29
37	27.01	87	46.52		37	58.73	87	669.23
38	27.54	88	46.81		38	61.29	88	733.33
39	28.06	89	47.09		39	63.93	89	809.09
40	28.57	90	47.37		40	66.67	90	900.00
41	29.08	91	47.64		41	69.49	91	1011.11
42	29.58	92	47.92		42	72.41	92	1150.00
43	30.07	93	48.19		43	75.44	93	1328.57
44	30.56	94	48.45		44	78.57	94	1566.67
45	31.03	95	48.72		45	81.82	95	1900.00
46	31.51	96	48.98		46	85.19	96	2400.00
47	31.97	97	49.24		47	88.68	97	3233.33
48	32.43	98	49.49		48	92.31	98	4900.00
49	32.89	99	49.75		49	96.08	99	9900.00
50	33.33	100	50.00		50	100.00		